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3-VNA
Richards

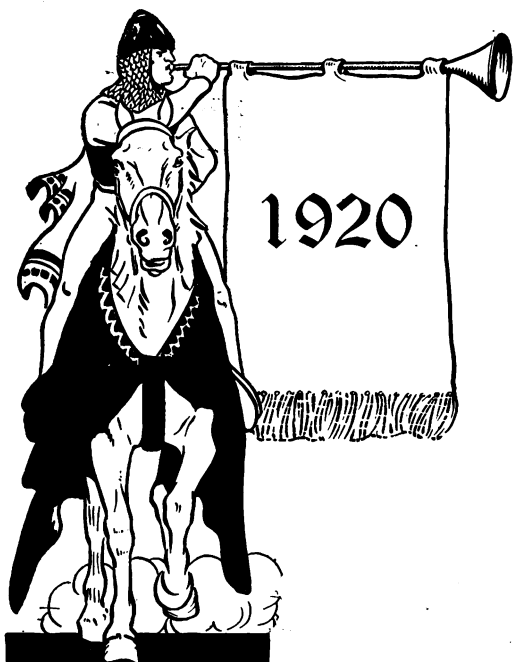


Se 141220 Jack Vols nos (Aug 1920)
Vols 8-9
1920-21



January 1920

The
moments' Defeat



Greetings!

To Our Friends,

Everywhere.

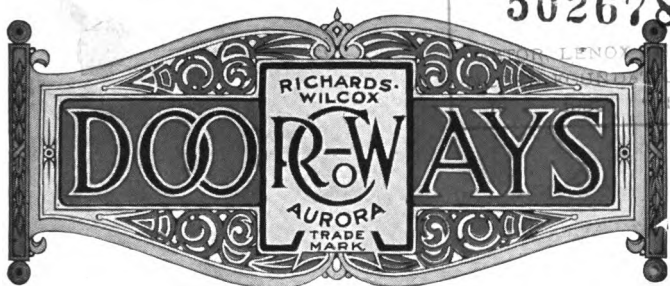
We are glad to express to you our sincerest appreciation of your loyalty and co-operation which has so largely contributed to our success during the years gone by.

It is our wish that the new year will bring a large measure of prosperity and happiness to you and yours.

It will be our aim in the future, as it has been in the past, to render to our patrons such service as will merit your favors for our mutual good.

Richards-Wilcox Manufacturing Co.
AURORA, ILLINOIS, U.S.A.





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FOR JANUARY, 1920

Published once a month to spread the truth about the R-W Line

Richards - Wilcox Manufacturing Co., Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis 1735 Boatmens Bank Bldg.
Chicago.....15 East Lake Street	Minneapolis.....321 Plymouth Bldg.
Philadelphia.....507 Arch Street	Los Angeles.....563 Equitable Bldg.
Boston.....132 Pearl Street	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 1

Resolute Resolutions



YEAR'S resolutions have gone out of style, like side whiskers and diamond shirt-studs. No, Earnest Inquirer, this does not indicate that men no longer aspire to higher aims and better ideals. The true answer resides in an entirely different neighborhood.

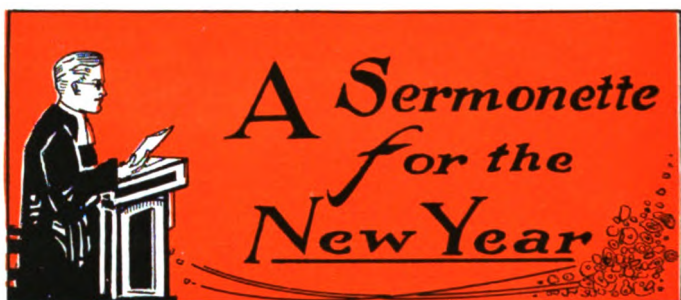
"Be resolved," says the Chinese proverb, "and the thing is done. Every task can be accomplished by a man of resolution."

There you have the answer. We did our Resolving in our youth; for, to tap again the Chinese fount of wisdom, "Resolution is independent of great age, but without it one lives a hundred years in vain."

Now, if a man from twenty to forty makes a new set of good Resolutions each year, and Resolutely keeps a fair percentage of them,—well, by the time he is *our* age, he is either an established institution, or else it is a waste of mental energy to go on making Resolves.

Seemingly men are more steady, reliable, purposeful and dependable today than they were a generation ago. We no longer need a new set of Resolutions each year, for we have learned how to keep the old ones.

Beginning in jest, here we are come to serious sermonizing. Suppose we get it all out of our system at once in the form of—(See page 2)



TRY this year to live a simple, wholesome life. Shear off ruffles and reduce the excess baggage.

ESSAY sincerity. Have done with play-acting and abjure dual roles. Say what you mean, but do not be mean enough always to say what you think.

BE serene. Do not flutter. Arise to the occasions. Calmly place the halo on your own brow. If you grab, the balance of the herd will scramble.

DO not connect your happiness with your bank balance. Contentment is great gain; therefore gain contentment.

AVOID the insanity of perpetual self-seeking. Do good work six days a week, and preferment will reach you over the heads of bigger and perhaps brainier men.

ANNIHILATE anxiety. You may work like a horse and be hale at ninety, but worry will soon put you out of the race.

BE magnanimous. Think large thoughts; encourage generous impulses. Forget your wrongs and see how good it feels.

SEEK self-control. Learn when to put on the brakes. Disregard for speed ordinance carries penalties.

LEARN to say nothing. Eloquent silence will sometimes accomplish more than the most brilliant performance on the vocabulary.

ECONOMIZE! Save time, strength and salary. Overdrafts on any one, or all, will prove a heart-breaking handicap.

CHEER UP. Look pleasant. All doors open for the man with a smile. Such a one comes very near justifying the existence of the human race.

HELP the one behind. Perhaps one so aided may achieve; then you can bask under the shadow of his laurels and with some similitude of truth observe, "I did it."



Putting the Pater Wise

LETTERS FROM SON LESTER—SECOND EPISTLE.

Honored Sire:

Have now been with the Builders' Hardware Co., in an unnamed capacity, for a whole month. I'm rather glad that I've learned the business.

I was in old Purse's office this morning—he's the buyer—when a brash salesman from a grindstone house came over the top without warning and turned loose his mustard gas.

"I am signing up the leading hardware dealers," he fired off, "for exclusive sale of the best, cheapest and newest grindstone that ever did a popular turn down on the farm."

The drummer must have taken a course in Shellgame's School for Scientifically Soaking Suckers. He speared Purse with a glassy stare, remarked upon the weather, asked Purse if he was wised up on grindstones, if he was too old to learn a few new tricks, and some more fool drivell.

"My grindstone," continued the bull-thrower, "will do the work in one-fourth the usual time, will impart an edge sharp enough to cut an undesirable acquaintance, will turn work into play and keep the boys from leaving home."

Purse continued to add up a column of figures, but I saw that he was getting red above the collar.

"There's our price list," said the salesman; "note the quantity desired on the order blank and sign on the dotted line."

"You pointless joke," snapped old Purse, "I was breaking my back over one of your 'new devices' when you were so young that your nose ran things to suit itself. I know every ache and disappointment in your whole line. It is as archaic as the ox cart and as inefficient as a wooden-pointed plow. It takes more power to propel your circular paving stones than to run a threshing machine. With these few exceptions, your line is all right,—but not for our trade. Lester, show this poor fish one of the Richards-Wilcox Grind Stones—built like a bicycle."

"I guess we can't do business today," gasped the salesman.

"It looks that way from here," said Purse.

Well, Dad, that's the kind of a drillmaster I'm training under. Will I grow up a crab or a cocklebur? You see I'm asking father, he knows.

Yours as ever, only more so,
LESTER.



Success in Business

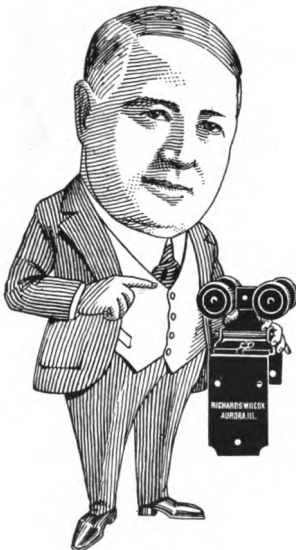
Methods by which J. M. Malmin built up an enviable good will and reputation in the Hardware business at Blue Earth, Minnesota, in spite of trying obstacles.



TWENTY years ago, when J. M. Malmin entered the hardware business at Blue Earth, Minnesota, he had few favorable omens from which to forecast success—not even hardware experience.

Two large hardware firms splendidly located and well established controlled the trade. Mr. Malmin's inventory of prospects for success consisted of a poor location, a small stock of hardware and—an honest determination.

Today, Mr. Malmin and his two sons own two thriving stores in Blue Earth—one of them on the same location where he made his start twenty years ago, and through which he has built up in addition to a prosperous hardware business, a reputation as a respected leader in activities of Blue Earth and surrounding territory.



"I have been able to continue in service at the old location, under the same firm name for so many years," he says, "because I was fortunate in securing good lines from good houses, and made very few changes. The Richards-Wilcox line is one of those on which I built my reputation. Everyone who opens a barn or garage door that is difficult to operate becomes a knocker on that particular make of door hardware, as well as on the firm that sells it. *We prefer boosters, so we sell the Richards-Wilcox line.*

We prefer Boosters, so we handle the Richards-Wilcox Line.

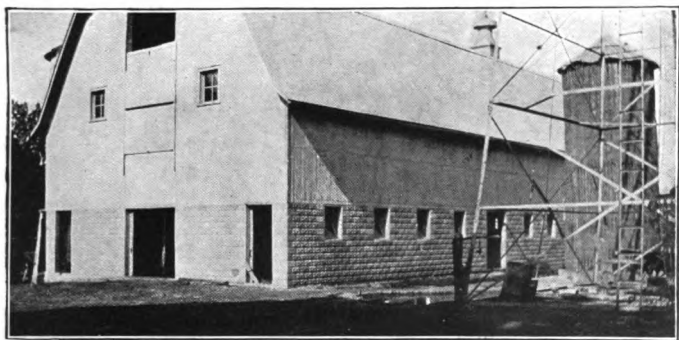
"If a range does not operate satisfactorily, the whole family is against the dealer's entire line; hence, we see that all ranges are fitted properly, the chimney put in shape at our expense if necessary. We figure that we cannot afford to lose the good will of a single member of the family. The children grow up and become customers.



It has always been my aim to please the children. It gives me enjoyment, as well as them, and it pays, as they have long memories, and seldom disappoint you.

"With adults, it is different. If they are right, they will treat you right; if wrong, they judge you by themselves and unless you get their number in time, you are liable to be misjudged by them, especially if they have had the advantage of you at some time or other.

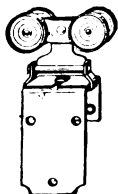
"The University of Business is the greatest educational institution in existence. The longer the experience one has, the more liberal he becomes. Even a mail order house catalog is educational and I would not object to one in every home if it were not for the misrepresentation and propaganda against other retail merchants who give their time and personal attention to the customer.



Barn of C. W. Ogeltve, equipped with R-W Sliding Door hardware, furnished by J. M. Malmin, Blue Earth, Minn.

"The majority of the customers appreciate the best lines even tho they are forced upon them at a higher price than those of inferior quality. The dealer is judged by his wares. A merchant who stands for good lines and for the respect of his community, as well as his own self respect, which is really of the greatest importance, is usually not slow in taking a stand when matters concerning his country or community are at stake. No former friend or customer worthy of consideration will remain your enemy long, even if you have stepped on his toes, providing you have the reputation of expressing your honest convictions.

"A merchant of standing is seldom accused of dishonesty by an honest person."



AN UNOBSTRUCTED W SUN PARLOR ON

without posts, mullions nor obstacles of any sort in



Exterior of Sun Parlor equipped with "AIR-Way" hardware. Half of sash in the front window stands in open position at the end of the window.

MULTIFOLD CASEMEN

Windows operate smoothly, positively and under perfect control
one or more sash, as desired.

Sash open inside. Screens applied outside. Windows are eas

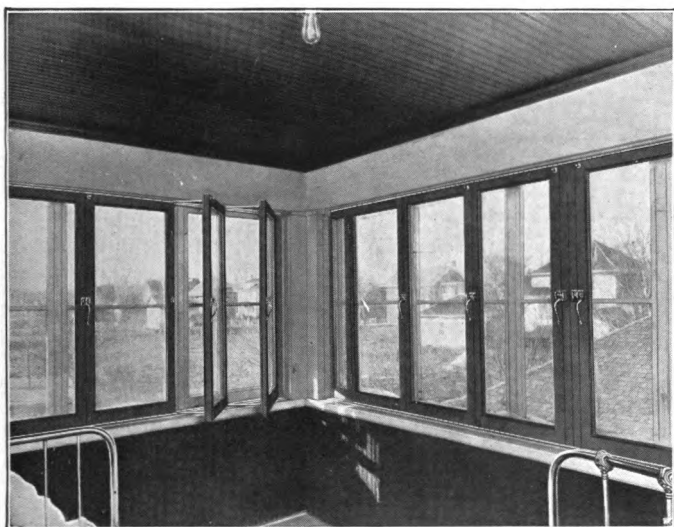
*Send for handsome
containing desc*



"AIR-WAY ADJUSTABLE SASH LINK"

DOW OPENING ON THE SLEEPING PORCH

opening, may be had by equipping the windows with



Interior view of Sleeping Porch equipped with "Air-Way" hardware. Two of the sash in the end window stand in partly open position showing the links which connect the sash at top and bottom.

WINDOW HARDWARE

Close storm-tight. Entire window may be thrown open, or

cleaned.

*Illustrated folder BC-2
tion and details.*

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides."

CHICAGO ST. LOUIS AURORA, ILLINOIS, U.S.A. BOSTON
LOS ANGELES PHILADELPHIA LONDON, ONT. MINNEAPOLIS SAN FRANCISCO

Partition Doors that Are Concealed When Closed

Various Types That Can Be Used To Solve This Problem

By E. J. G. PHILLIPS,
Chief Engineer Richards-Wilcox Mfg. Co.



ARTITION doors of the folding or accordion type are generally installed in such a way as to leave them exposed to view when the partition is open and the doors are in their folded position. In some special cases, such as fine residences, dining rooms or in exceptionally well finished churches where appearance and completeness of finish is considered of first importance, it is preferred to have all partition doors concealed when not in use. This can be accomplished by providing pockets in the wall or columns as shown in the accompanying illustration.

A partition composed of four full doors and one half door is shown open in the left hand plan, Fig. 3. The small doors A and B, which

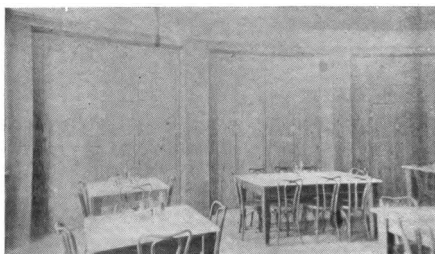


Fig. 1—Showing Dining Room with Partition Doors Closed.

may be thin panels, serve to close the front of the pocket when the doors are folded as well as after the doors have been withdrawn. The right hand plan shows the partition closed. The strip C closes the space between doors A and B which is normally occupied by the doors when the partition is closed. This strip is hinged to door "B" so it can be swung around out of the way when not in use as may be noted from the lower plan.

The illustration, Fig. 1, shows a similar installation, except that in this case the partition divides at the center, half folding each way. The pocket for one-half of the partitions adjoins the

wall of the building, but the pocket for the other half is built around the columns, producing a massive square column effect. As may be noticed from the illustration, the strip C referred to above, has been omitted from these pocket covers. This omission materially detracts from the completeness of finish which has otherwise been attained. By means of the partitions, this public dining room may be divided into a series of small rooms for private parties.



DIFFERENT condition which is rather exceptional is presented in Figs. 4 and 5, pages 10 and 11. The doors when open fold into a pocket formed between the end of a divisional wall and a column as will be noticed by referring to Fig. 4. Pocket cover doors are not required because the last door of the partition closes the pocket on one side and the half door closes it on the other

side when the partition is open. When the partition is closed, as in the plan Fig. 5, the columns stand apart somewhat from the doors. The small recess on the opposite side is finished all around and does not detract from the completeness of finish.

The elevation, Fig. 7, of one of the partitions closed and elevation, Fig. 6, of two partitions opened and folded in pockets give a clear conception of the installation.

In all the plans shown, the standard accordion method of hanging doors has been followed. In all cases flush foot bolts should be used to hold the pocket cover doors in place or the last door of the partition, when pocket cover doors are omitted.

Conditions frequently occur where the pocket may be set back into a closet or some other out of the way place, in that way leaving the front of the pocket flush with the wall.

One advantage of the closed pocket, especially in public buildings, is that the pocket cover doors may be locked with a key and in that way no one except the janitor or other authorized person can move the doors

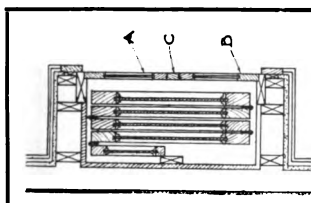
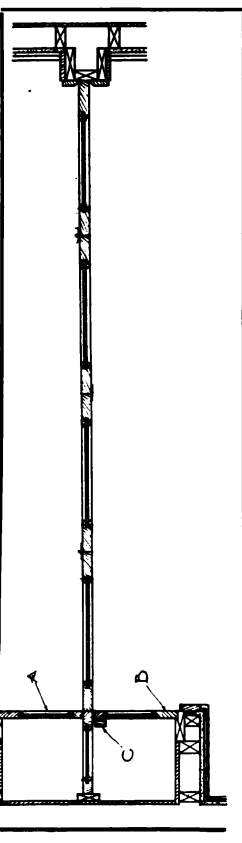


Fig. 3—At the left, doors are shown open. At the right doors are shown in closed position.

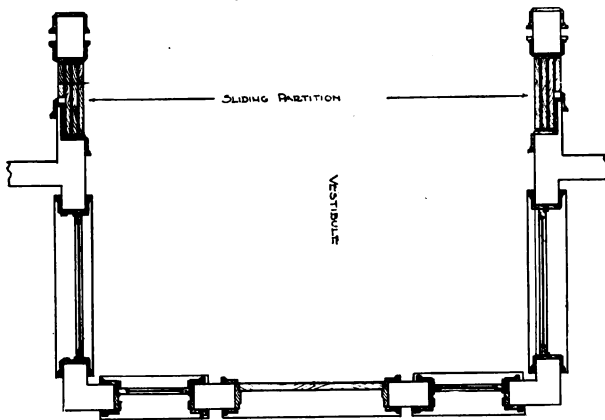
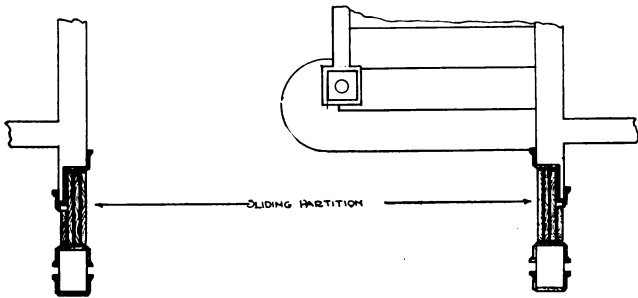


Fig. 4 Plan of partition doors, folded open.

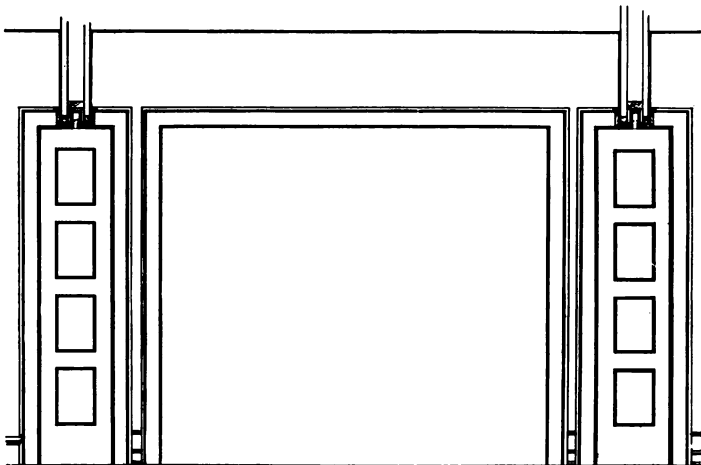


Fig. 6--Note the neat paneling effect at either side when the doors in Fig. 7 are open.

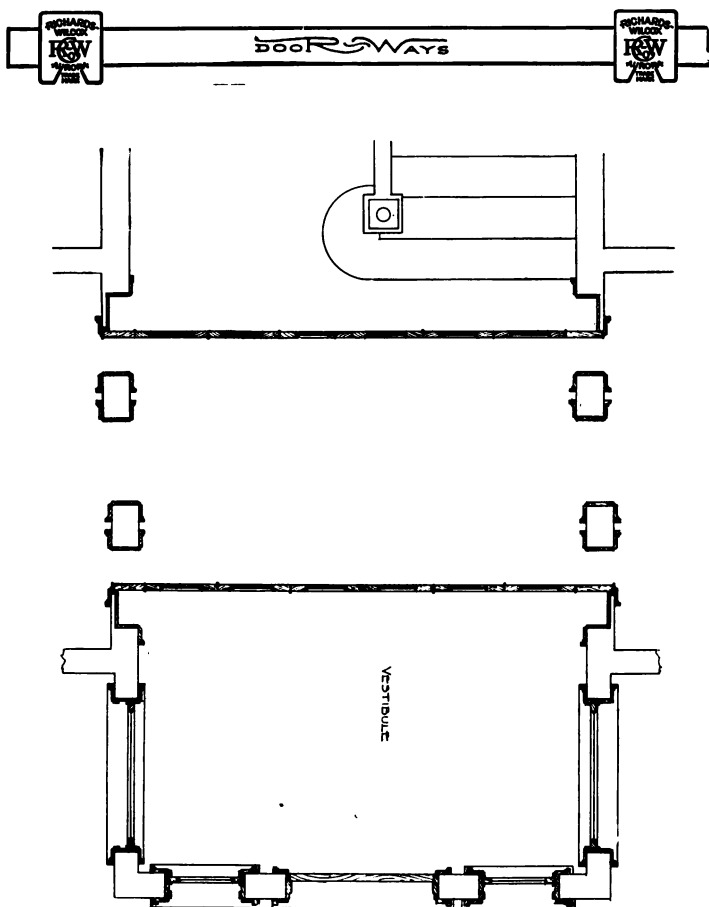


Fig. 5 - Plan of partition doors closed.

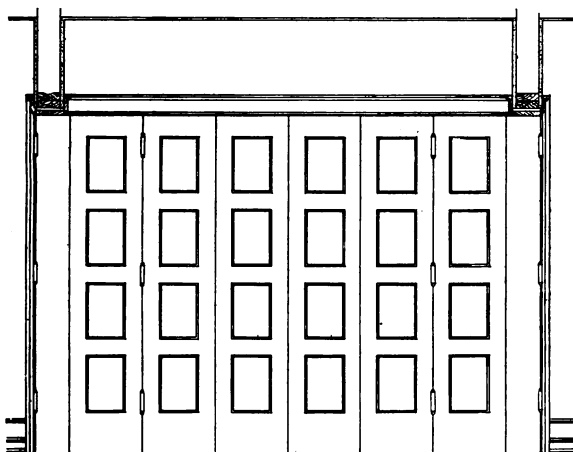


Fig. 7-- Elevation of doors in Figs. 4 and 5 when closed.

—Courtesy Building Age.

The Elements' Defeat

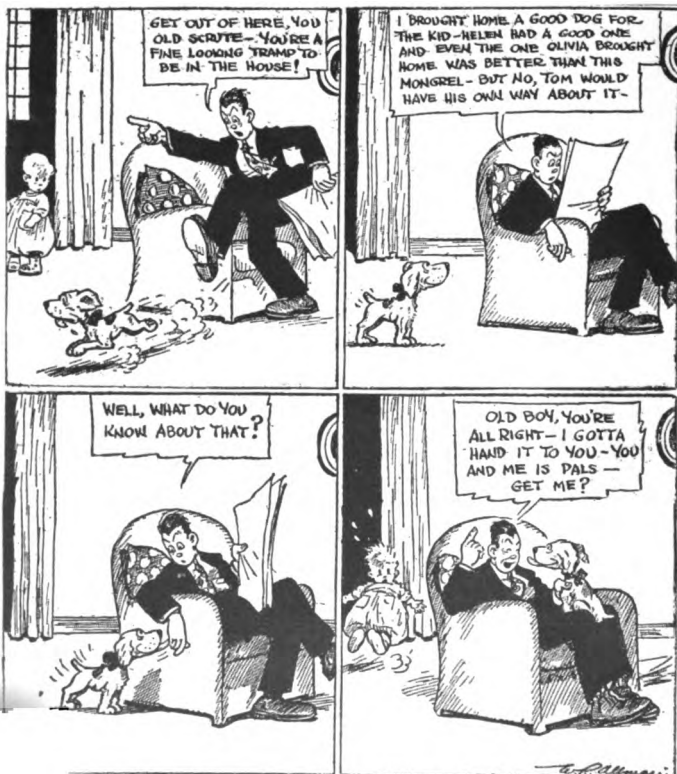
This month's cover design gives an artist's visualization of the maginary chagrin experienced by hoary old Winter when he attacks with storm and frost a garage equipped with "Slidetite" Garage Door hardware.

In vain does he swirl his crystalizing breath against the garage. The "Slidetite" hardware has closed the doorway so tight that there are no open joints through which Winter's breath may enter.

In vain does he hurl ramparts of storm, sleet, snow and ice before the snug building. The "Slidetite" hardware (installed in a protected place inside, above the doorway) opens the doors smoothly and easily inside the garage, away from obstructions in the driveway, and no amount of snow and ice outside can interfere with the operation of the doors

So, no matter how frosty Winter's breath nor how ferocious his storming, the garage owner worries not—secure in the knowledge that his "Slidetite" door equipment will ever accomplish "The Elements' Defeat."

It's Easy to Make Friends When You Know How



Allman in Aurora Beacon-News.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 36,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.



TINNER'S TOOLS FOR SALE.

FOR SALE: One set tinner's shop tools, including shears, crimpers, bead-ers, folders and stove pipe tools. One 24-inch and one 16-inch cement block machine, complete with pallets, core, forms and tampers, price right, if interested let us hear from you. Address Farmers' Exchange, West Union, W. Va.

FARMS FOR SALE.

FOR SALE: Three quarters of improved wheat land in Judith Basin county of Montana, one mile from market. Also half section wheat land in Kit Carson Co. of Colorado. Easy terms on either of these sales. Address Bell Auto Co., York, Neb.

FOR SALE: 200 acre, good farm 2 miles south of Louisville, Neb., to close up an estate. Will give liberal terms on two thirds of purchase price. Also have 8000 acres in Western Kansas and around Burlington, Colo., and 2000 acres in Western Nebraska, near Sidney and Kimball. Will sell on easy terms and in tracts to suit purchaser. Write or call, James Stander, Louisville, Nebr.

BUSINESSES FOR SALE.

FOR SALE: Hardware store and stock for sale, stock invoicing between \$4,000 to \$4,500. Will stand close investigation. Address H. W. Heymann, Westmilton, O.

SAFETY RAZOR BLADES SHARPENED.

WANTED: Dealers to send their safety razor blades and old style razors to be sharpened to the shop that guarantees all blades to be sharp and shave smoothly. We run all blades through a honing machine and finish on a stropping machine that runs 2,200 revolutions per minute. Give your customers satisfaction by sending your blades to the Whitfield Hdw. Co., Sioux Falls, S. D.

FOR SALE: An old established hardware and plumbing business in Central New York State. Town of 40,000. Stock of hardware, plumbing and sheet metal goods, a well stocked store, steam heated, electric lights, gas and water. Three story brick building. Stock and machinery will inventory about \$30,000.00. Address F. E. G., Care Door-Ways.

WANTED: An experienced hardware man who will invest from \$10,000.00 to \$20,000.00 in a well stocked hardware and plumbing store in Central New York State in a dairy section and manufacturing town of 40,000. Good schools and first class little town. Best reasons for selling a part or the whole of the business. Address E. F. G., Care Door-Ways.

FOR SALE: Retail hardware and implement stock in a good North Dakota town. Will invoice buildings and stock about \$25,000.00. This business is in a good German Catholic community. Sold for cash only. Address Bartel Hdw. Co., Munich, N. D.

LATHE CHUCK FOR SALE.

FOR SALE: Slightly used lathe chuck Westcott 13-inch, four jaw, Independent—in first-class condition. Address H. E. Corbin, Herscher, Ill.

WANTED IMMEDIATELY—An Architectural Draftsman of ability and experience. Can guarantee six months permanent employment to the right man. A man with experience in school building and commercial designing preferred. If interested, write Perkins & McWayne, 322-24 Paulton Block, Sioux Falls, S. D., stating experience, salary, etc.

RICHARDS-WILCOX

TRIED AND TRUE TROLLEY TRACK

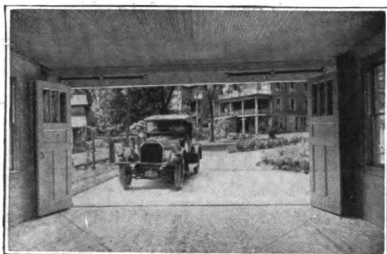
Every Length Bears the R-W Trade Mark. None genuine without it.



Suitable for many styles of doorway equipment—one of which is

Slidetite Door Hardware

Patented, R-W No. 435



One set of "Slide-tite" installed in your community will sell many other sets. Every garage owner who sees "Slidetite" in use wants it in his garage. Every user of "Slide-tite" recommends it to his neighbors and friends. It needs only to be demonstrated to sell.

MADE FOR PRIVATE OR PUBLIC GARAGES

"SLIDETITE" Gives satisfaction to the user and profit to the dealer.

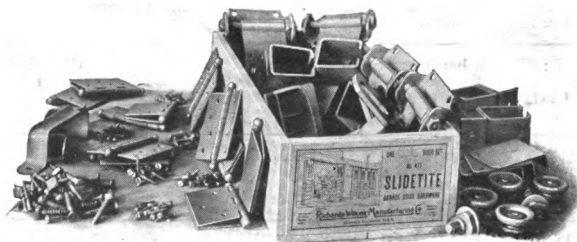
The RW line

Sliding Door Equipment
For Barns Warehouses
Restaurants Churches
Garages Schools
Elevator Door Fixtures
Fire Door Hardware
Store Ladders & Shelves
Door Openers & Closers
Benches & Vises
Door Checks & Hinges
Hardware Specialties
Mounted Grindstones
Overhead Carriers

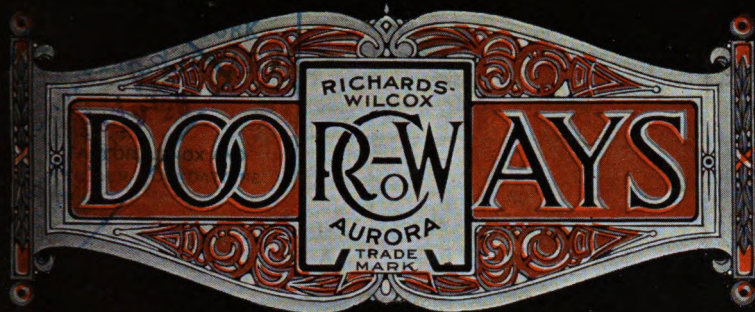
A hanger
for any door
that slides

Write for Particular Information and Prices.

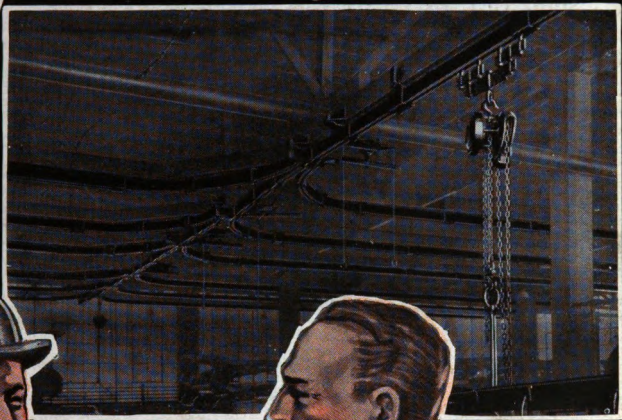
Catalog No. BA16 shows hangers for doorways of all kinds. You should have a copy. Write now.



Sets packed complete in wood box, less track and locking bolts.



February 1920



For
Greater Production

No Wonder He Can't Pay Debts



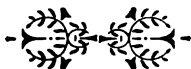
AN attorney wrote a gentleman recently, urging him to pay an account that was long past due and that had been placed in the attorney's hands for collection. Following is the text of the reply received by the lawyer:

"For the following reasons I am unable to send you the check you have asked for:

"I have been held up, held down, sandbagged, walked on, flattened out and squeezed; first by the government for federal war tax and excess profits tax, liberty loan bonds, thrift stamps, capital stock tax, merchant's license, merchant's bond, auto tax, and by every society and organization that the mind of man can invent, to extract what I may or may not possess; from the Society of St. John the Baptist, the G. A. R., the Woman's Relief Corps, the Navy league, the Red Cross, the Double Cross, the Children's home, the Dorcas society, the Y. M. C. A., the Y. W. C. A., the Boy Scouts, the Jewish relief, and every hospital and church in town.

"The government has so governed my business that I don't know who owns it. I am inspected, suspected, examined, re-examined, informed, misinformed, required and commanded, so I don't know who I am, where I am, or why I am. All I know is, that I am supposed to be an inexhaustible supply of money for every known need, desire or hope of the human race; and because I will not sell all I have, and go out and beg, borrow or steal money to give away, I have been cursed, boycotted, talked to, talked about, lied to, lied about, held up, robbed and nearly ruined. The only reason I am clinging to life is the insane desire to see what in h—l is coming next."

—*Aurora Beacon-News.*



...ing has as much to do with the having as earning does.

—Col. G. A. Gearhart.



FOR FEBRUARY, 1920

Published once a month to spread the truth about the R-W Line

Richards - Wilcox Manufacturing Co., Aurora, Ill., U. S. A.

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Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 2



CAN you name a single, solitary man who has ever achieved a great, big, unqualified success in any line of legitimate business by limiting his mental and physical exertions to exactly eight hours a day?

Winter can't feaze a "Slidetite" garage.



EXPERT?—O Yes! One of those fellows miles away from home, who is “here tonight” to make talk for a consideration, about something or other, while the guests smoke their big black cigars, and yawn behind their hands.

* * * * *

BUSINESS has gone “bug” over mechanical appliances. They use machines to dictate, write, address, calculate, keep books, and bell-hop. Some of the contraptions run by hand-power, some by foot-power, and some by electricity. Too bad they can’t rig up a hot air machine to utilize the waste products from a salesman’s conference.

* * * * *

ANY man is wealthy who has good health, a happy home life, a business or profession in which he is interested and successful, a passion for growth and the ambition to be of service to his fellowmen. With these he has all he needs, if not all he wants, and he could not get any more out of life if he had a million dollars.

* * * * *

DID you ever notice how many good fellows and good stories come from Chicago? Take this for example:

A Chicago man was invited by a New York friend to call on him the next time he came East. “Don’t think of going to a hotel,” said the New Yorker, “but come to my house any time, day or night, and you will always be welcome.”

Just for fun the Chicago man called the next time he landed in New York—at two o’clock in the morning!

“Does Mr. Blank live here?” he asked the sleepy maid who answered the door.

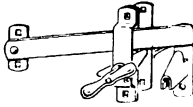
“Yes,” she said, “carry him in.”

* * * * *

THERE are few of us proof against occasional attacks of general impulses.

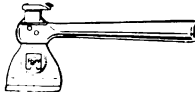


What Users Say About R-W Products



"The efficiency standards of the Richards-Wilcox Mfg. Company are appreciated wherever business is transacted.

"C. A. Frost Co.,
"Buffalo, N. Y."



"The Over-Way Carrying System installed in our shop has proven to be not only very satisfactory but highly efficient. We believe that every repair shop having any considerable volume of business could well afford to have an installation of this nature.

"O'Meara-Green Motor Co.,
"Denver, Colorado."

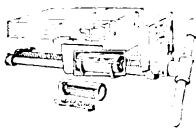


"We are pleased to take this opportunity of expressing our appreciation of R-W goods and assure you that we stand ready to recommend them whenever needed.

"F. F. Wood Motor Co.,
"Grand Rapids, Michigan."

"I find that garage doors hung on "Slidetite" door hardware are the best-working doors ever operated.

"Albert J. Hoehn,
"Aurora, Illinois."



"We use our 'Over-Way' Carrying system for carrying beams of yarn from our warp compressor to our looms and find it a great time saver as well as a labor saving proposition. It is a great system and we hardly see how we could do without it.

"A. R. Dickinson, Gen. Mgr.,
"Winnsboro Mills,
"Winnsboro, S. C."

"In a fire here which destroyed several buildings surrounding our two-story brick store, R-W automatic fire door hardware stood a severe test and saved the building and its contents.

"Gillfillan Bros.,
"Milford, Ill."

"I do not see how it would be possible to have anything better in the way of garage door hardware than that furnished by your Company.

"F. G. Adamson,
"Stephens-Adamson Mfg. Co.,
"Aurora, Illinois."

Lifting Loads With Less Labor

Glue Manufacturer tells how he saves daily, time, money, labor, prevents loss, and increases efficiency of his plant by means of a simple "Over-Way" installation consisting of one carrier, one hoist and 30 feet of trolley track—installed at a finished cost of only \$165.00.



SOMETIMES efficiency systems accomplish intended results and sometimes *seem to accomplish* results, which are revealed to be actual losses when subjected to analytical comparison of costs—but here is an individual instance of efficient handling of materials about which there is no possible question of doubt.



Unloading an 800-pound barrel of glucose with Over-Way equipment.

This "Over-Way" Carrying System was installed in November, 1918, by F. O. Peterson & Sons, Manufacturers of flexible glue for book binders and printers, Aurora, Illinois, for the purpose of unloading cases of paper weighing as much as 600 lbs. each, 800 lb. barrels of glucose, and steel tanks of glycerine weighing 1,000 lbs.—and lowering them into the basement of the Peterson plant.

When this raw material has been manufactured into flexible glue, 250-lb. boxes of the product are conveyed from the basement of the Peterson plant and loaded onto trucks by means of the same "Over-Way" System. These are being shipped out every day by the Peterson Company.

When asked a few days ago, just how efficient his system had proved to be, Mr. Peterson gave the following facts:

... prizes are not gifts, they must be won.—Chas. M. Skinner.



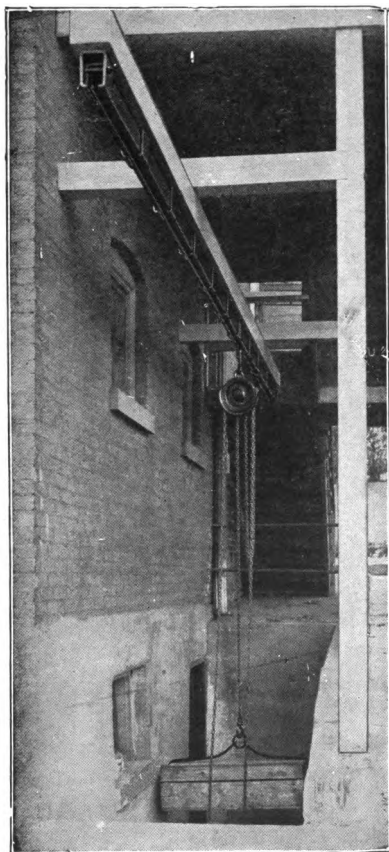
NE man does the work of three men in one-third of the time formerly required.

Barrels and boxes under the old method of unloading used to break loose from the men and be dashed to pieces, spilling their contents and causing loss, damage and danger.

These accidents formerly happened two or three times a month. The "OveR-Way" System was installed with the direct purpose of preventing accidents of this kind, *and no accident has occurred since its installation.*

The boxes of flexible glue formerly became broken open in handling and had to be re-nailed, which reduced their strength as shipping containers.

The Peterson Company was formerly required to pay for an extra drayman to help load and unload their goods. Their "OveR-Way" System has eliminated this charge, thus *s a v i n g* twenty-five cents on each container handled. The equipment more than paid for itself on that point alone, within six months. The cost of the "OveR-Way" Conveying System installed, including carpenter work, was \$165.00.



Conveying a 250-pound box of flexible glue from basement to waiting truck for shipment.

(Continued on page 8)

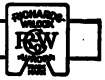
It is better to be safe than sorry—Protect your buildings with R-W Automatic Fire Door Hardware.

This Disaster caused
*by protecting the
openings of the*
Richard
Automatic Fire
and Window



and have been prevented
ways and window
ning building with
- Wilcox
Door Equipment
Shutters

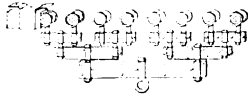




(Continued from page 5)



THIS system is an example of the adaptability of "Over-Way" Conveying Equipment to comparatively small requirements. The Richards-Wilcox Manufacturing Company will be glad to furnish illustrations of systems for requirements of any amplitude up to equipment capable of handling 8,000 lbs. in a large manufacturing plant where the efficient handling of raw materials and products necessitates switches, turn tables, cranes, trolleys, hoists, drop brackets, overhead track and accessory parts comprising a complete Overhead Conveying unit.



Making *the* Airship Safe for *the* Aviator



ALTHOUGH the number of lives sacrificed in the cause of War Aviation seemed to indicate a reckless disregard for "Safety First" measures, it is nevertheless true that the authorities enforced exacting precautions at the various training camps to prevent accidents and protect the lives of Aviators and Cadets.



When we take into consideration the thousands of men learning to fly at the time and the fact that the press eagerly spread the news of accidents, whereas comparatively little was permitted printed

regarding the numbers or activities of the men in training—the number of accidents is realized to be comparatively small.

Detailed records of the condition of Airplanes were carefully kept, a record of each airplane engine showing just how many hours that individual engine had been run and an interesting history of the machine.

Whenever an engine failed to tune up to 1,300 revolutions per minute of the propeller as indicated by the meter, no Aviator was allowed to fly the ship until the imperfection had been corrected. The engine was taken out and sent to the repair division for overhauling and testing before it was put into service again.

Specially trained Aviators, called Testers, were detailed to fly these overhauled engines after they had been thoroughly tested, before the ships were pronounced safe for regular duty again, and returned to the Flying Department.

Salesmanship is an appeal to reason.—H. E. Grant



THE Repair Divisions of the various training camps (one of which is illustrated herein, located at Kelly Field, Texas) consisted of (1) a repair department furnished with adequate equipment for overhauling, repairing and cleaning the engines, and (2) a testing department furnished with equipment for rigidly testing engines before they are replaced in the Airships. The testing department was an open wing of the repair building, the two buildings forming a T-shape, with the repair building as the top of the T.

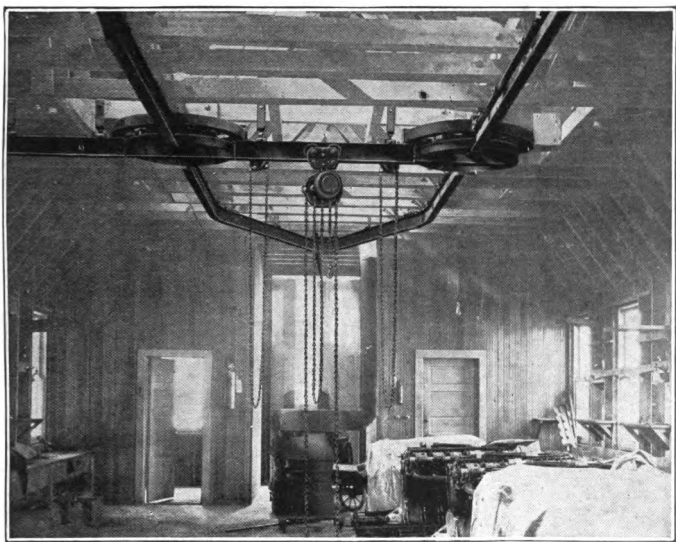


Fig. A. One end of repair shop at Kelly Field Aviation Training Camp.

In order to lift and carry these heavy engines efficiently, quickly and with safety to the mechanical unit and the workmen, an "OveR-Way" Carrying System was made a part of the standard repair division equipment. By means of this "OveR-Way" Carrying System, manually operated, the Airship engines were expeditiously handled from the time they were brought to the entrance of the repair department to the time they were discharged from the testing department. Every Aviation Training Camp in the United States was equipped with an "OveR-Way" Carrying System for the purposes mentioned.

When the engine was brought to the entrance of the repair department, it was hoisted by an "OveR-Way" Carrier and taken to its place at the repair benches. After being repaired, the "OveR-Way" carrier again picked up the engine and carried it to a stall in the testing department where it was tested under different requirements to make sure of its efficiency before replacing in the airplane.

As Standard as Nails—Richards-Wilcox Door Hangers.



THE equipment for the system illustrated consists of 170 feet of "Over-Way" No. 900, 6" I-beam straight track and 50 feet of curved track; two turn tables 36" in diameter; nine two-way switches; with accompanying carriers, hoists, brackets, joints and other accessory fittings. This particular system has a stated capacity of 1,000 pounds. "Over-Way" Conveying Systems are made to handle easily up to 8,000 pounds and the Richards-Wilcox Mfg. Company will furnish full information of a general character or concerning specific requirements without obligation.

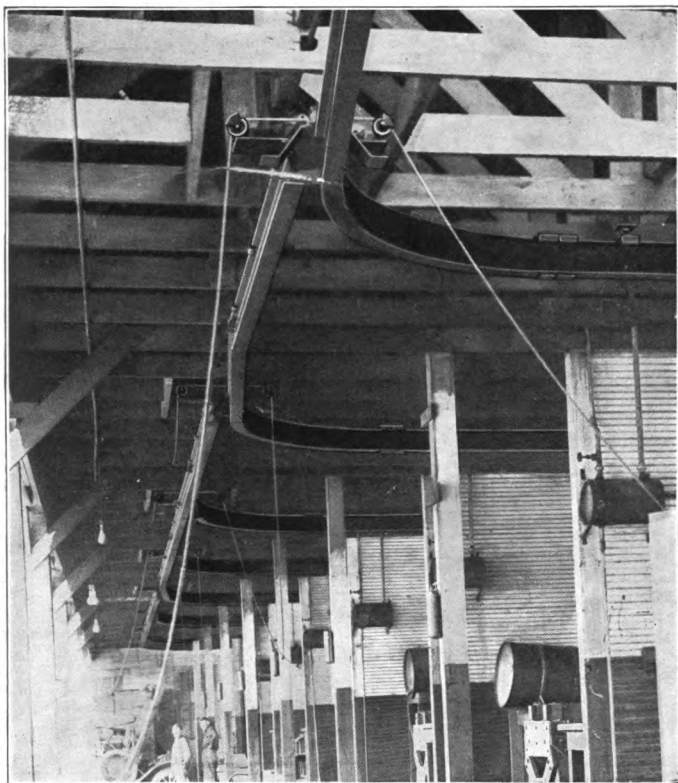


Fig. B. Testing shed where airship engines are thoroughly tried out after repairing.

Fig. A is a view of the repair division at Kelly Field Aviation Training Camp, showing: the entrance where the engines were brought in for overhauling; the double "Over-Way" tracks and accessory equipment on which the engines were carried from the entrance to position before the repair bench; the "Over-Way" turn tables on which the loads were shifted to the "Over-Way" track leading into the testing department.

Fig. B is a view into the testing department looking through the entrance from the repair department. The testing stalls with their cement blocks for supporting the engines, the gasoline tanks, piping and other equipment are prominently shown, as well as the "Over-Way" switches, leading into each stall connecting the main run of track to the branch tracks in the stalls. It will be seen that the side of the building is wide open at the left side of the photograph.



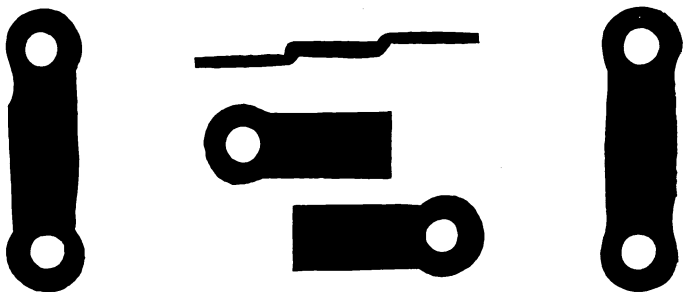
How Automatic Fire Door Equipment Is Made Sensitive for Fires and Strong for Daily Service

A description of the methods of manufacture responsible for the exceptional service embodied in Fusible Link, R-W No. 97, and the means pursued to insure perfect action under all conditions.



THE automatic closing of fire doors depends on the instantaneous breaking of the little fusible link at the approach of fire, releasing the counterbalance weights and throwing the doors into closing motion. More responsibility rests on this fusible link in the weight cord which counterbalances the fire door, than on any other element. If this link fails to function when fire approaches, the entire fire door equipment fails and becomes utterly useless of its purpose.

It is vitally important, then, that the fusible links of your fire door equipment be so painstakingly fabricated and constructed that there is not the slightest element of imperfection in them. They must be so perfect that they will function instantly, in spite of having been sub-



Views of R-W No. 97 Fusible Link from unretouched photo showing sides of finished link and edge of semi-finished link (also, both sides of half-link phosphor-bronze blanks, before any soldering has been done on them.

jected for years after installation to the deteriorating effect of natural influences; in spite of the fact that they may have become coated with grime, dust, fly specks and other deleterious matter, as well as being subjected to heat, cold, dryness, dampness and other conditions inclined to reduce their sensitiveness to fire.

With these considerations vividly in mind, the Richards-Wilcox fusible link was developed, and its effective action in stopping many fires, saving millions of dollars in property values (in some cases years having passed since installation) gives irrefutable evidence of its perfection.

R-W Fusible Link No. 97, shown in the accompanying illustration, is made of phosphor-bronze, in two parts, with the date embossed on each piece. These two parts fit perfectly together on absolutely smooth cleaned surfaces and are joined with specially prepared solder. No chemicals are used in the fabrication of the link as any chemical element might cause corrosion, as time passed, and cause the two parts of the link to stick together. During the coating and soldering processes the solder must be kept at a uniform temperature. This is controlled by a thermostat, one end of which is immersed in the solder. This is necessary in order to preserve the proper proportions of the different metals of which the solder is made. If the temperature should be raised too high, some of the metals in the solder composition would be burned out.

Don't take chances—Install R-W labeled Fire Door Hardware.



THE two pieces of the link are made very thin so the link will be easily effected by heat. The bent edge at the inner end of each of the two sections, which extends over the shoulder of its companion piece, is beveled so that it will release readily when the solder melts. This bent piece gives strength to the link for supporting loads when the two parts of the link are held together by the solder; in fact, these links are so strong that many of them hold together under weight tests even after the rope eyelets have been torn out by the heavy weights suspended from the links.

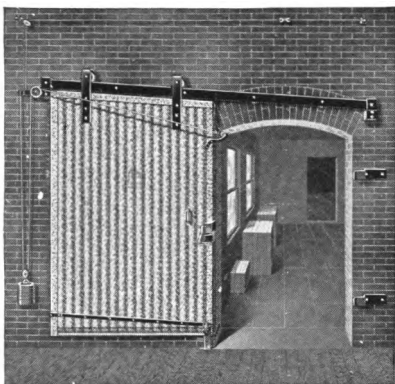
In addition to the weight test, these fire links are subjected to two other tests during manufacture, under direction of the National Board of Fire Underwriters; i. e., "the hot water test" and the "plunge test."

In the hot water test, a number of links are immersed in a bath of water at 70 degrees Fahrenheit and a 1-lb. weight is attached to each link. The water is heated gradually from 70 degrees to 170

degrees at a predetermined rate designated by a chart furnished by the National Board of Fire Underwriters. The entire time required to raise this temperature from 70 degrees to 170 degrees, following the chart, is forty-five minutes. During the heating process, the water is constantly agitated so as to maintain a uniform temperature throughout all parts of the bath.

When the temperature of the bath reaches 160 degrees, every link must fuse within a period of five minutes.

In the plunge test, the water bath is heated to 175 degrees. Then the links are taken one at a time, a 1-lb. weight attached to each link, and the link plunged into this bath. The links must not require more than $8\frac{1}{2}$ seconds before fusing.



Gravity fire door with two fusible links in counterbalance cord—one held by a bracket into the doorway opening, to catch the first effect of heat from an adjoining room(the other, close to the ceiling to catch the first effect of a rising temperature in the room.

This test shows the sensitiveness of the link under quickly raised temperatures.

These two tests are made at our plant during manufacture. The links are picked at random out of every one hundred. Then, when we have a lot ready for shipment, the inspector comes from the Underwriters' Laboratories and makes similar tests. He spreads out all the links on a table so that he can examine each link individually to see that all parts are properly covered with solder. He then picks out a specified proportion of the links at random and gives them the "hot water" and "plunge" tests. If any of the links should fail in any respect to come up to requirements, the whole lot would have to be junked.

In addition to this, periodically the Underwriters take links into their Laboratories where they give them tests of various kinds: hot oven test; strength test; corrosion test; calcimine test; rough usage test.

The exceptional value of R-W No. 97 link is universally recognized and we have been highly complimented by the Underwriters' Laboratories for the uniform perfection of this link as shown by the severe tests which they give.

Slow accuracy is better than rapid error.—E. K. Piper.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 46,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.



BUSINESSES FOR SALE.

FOR SALE: After conducting a hardware, implement, building material and furniture business on one and the same block for fifty-four years I wish to retire and offer to live parties an unusually favorable opportunity for well established business. Address Aloys Bilz, Spring Lake, Mich.

FOR SALE: An old established hardware and plumbing business in Central New York State. Town of 40,000. Stock of hardware, plumbing and sheet metal goods, a well stocked store, steam heated, electric lights, gas and water. Three story brick building. Stock and machinery will inventory about \$30,000.00. Address F. E. G., Care Door-Ways.

WANTED: An experienced hardware man who will invest from \$10,000.00 to \$20,000.00 in a well stocked hardware and plumbing store in Central New York State in a dairy section and manufacturing town of 40,000. Good schools and first class little town. Best reasons for selling a part or the whole of the business. Address E. F. G., Care Door-Ways.

FOR SALE: Retail hardware and implement stock in a good North Dakota town. Will invoice buildings and stock about \$25,000.00. This business is in a good German Catholic community. Sold for cash only. Address Bartel Hdw. Co., Munich, N. D.

FACTORY BUILDING FOR SALE.

FOR SALE: Substantial brick factory building with steam power plant and large warehouse. Excellent opportunity for toy or other wood-working manufacture. Raw material cheap. Will sell or go into business with manufacturer having established trade. Address T. C. W., care Door-Ways.

ORNAMENTAL IRON SPECIALTIES.

WE ARE equipped to furnish specialties in Ornamental Wrought Iron in large or small quantities. In making inquiries please send complete description or blue prints. Address Rockrance Iron Works, Inc., Suffern, N. Y.

BUILDERS' HARDWARE MAN WANTED.

WANTED: Young or middle aged man to work in builders' hardware department, must have had experience with handling of contract work. Prefer a man familiar with Corbin goods. Address Van Camp Hdw. & Iron Co., Indianapolis, Ind.

POSITION WANTED.

WANTED: By a first-class builders' hardware man, position with a jobbing house or large retail store. Would consider traveling for good manufacture. Have had ten years experience. Address D. D. P., care Door-Ways.

FARMS FOR SALE.

FOR SALE: 200 acre, good farm 2 miles south of Louisville, Neb., to close up an estate. Will give liberal terms on two thirds of purchase price. Also have 8000 acres in Western Kansas and around Burlington, Colo., and 2000 acres in Western Nebraska, near Sidney and Kimball. Will sell on easy terms and in tracts to suit purchaser. Write or call, James Stander, Louisville, Nebr.

LATHE CHUCK FOR SALE.

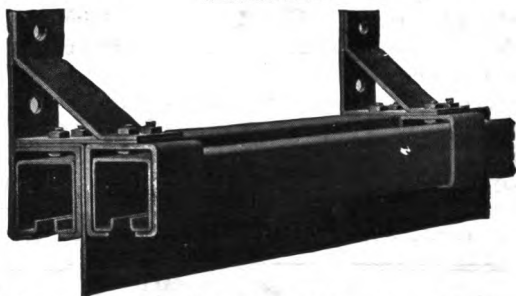
FOR SALE: Slightly used lathe chuck Westcott 13-inch, four jaw, Independent—in first-class condition. Address H. E. Corbin, Herscher, Ill.

DRAFTSMAN WANTED.

WANTED IMMEDIATELY—An Architectural Draftsman of ability and experience. Can guarantee six months permanent employment to the right man. A man with experience in school building and commercial designing preferred. If interested, write Perkins & McWayne, 322-24 Paulton Block, Sioux Falls, S. D., stating experience, salary, etc.

Richards-Wilcox Tried and True Trolley Track

Every length bears the R-W Trade Mark—None genuine without it.



Used in connection with R-W Sliding door hangers for many styles of doorway equipment—one of which is

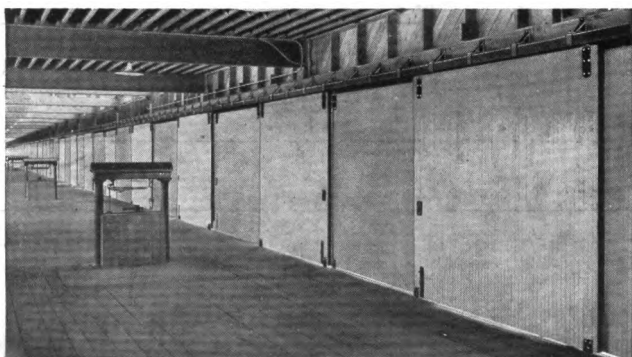
Richards-Wilcox . Warehouse Door Hardware

Parallel doors hung on R-W warehouse door hardware permits an opening at any point, eliminating the necessity of spotting freight cars and motor trucks, saving time, space and irritation. Convenient, durable, economical.

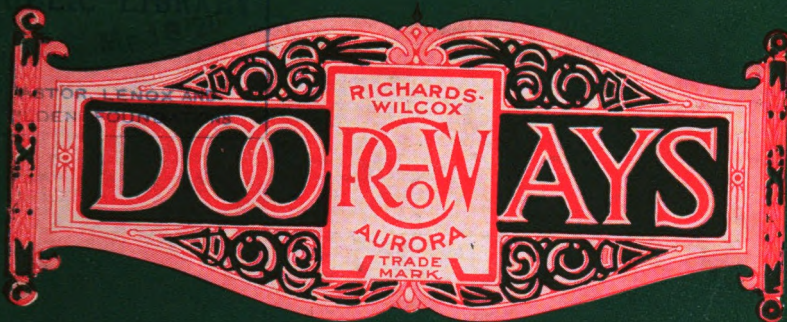


R-W warehouse door hardware is built to stand the wear and tear to which constant use subjects it.

Illustrated in R-W General catalog No. 16, pages 95 to 105. Write for particular information and prices.



THE NEW YORK
PUBLIC LIBRARY



March

With the Compliments of R-W

To Carpenters and Contractors:

As a holiday remembrance, the R-W Manufacturing Company will send one of these wax-finished oak hinge-gauges, prepaid, to every carpenter or contractor who has installed R-W Hardware—as long as they last.

These hinge-gauges enable the carpenter to locate hinge positions on doors and door-frames positively and instantly, without the usual figuring, measuring and experimenting. In a remarkably short time a great number of doors can be accurately located by means of this instrument—without even placing the doors in position.

If you have successfully installed Slidetite or AiRWay, or OverWay, or R-W Fire Doors and Automatic Hardware, or Ideal or R-W Parlor Door Hardware or R-W Barn Door Hardware or any other type of Richards-Wilcox equipment, you are entitled to one of these hinge-gauges absolutely free of charge.

Write us where your installation is, when installed, why the owner is pleased with the job, and sign your name and address. That's all.

The most interesting of these reports will be featured in Door-Ways later, at our expense.

This is an absolutely free gift to R-W carpenters and contractors. We have several hundred, but they will unquestionably go quickly. The requests will be handled in turn as long as the gauges last. Get your bid in today.



The Display Window

By C. G. Soyland
Stebbins Hardware Co., Chicago

(Cont'd from November DooR-Ways)

Material and Arrangement. We try to have each display represent every department in the store, and to get a great deal into our display window without making it look jumbled or cluttered up. We are working on our window all the time, are after the men on the floor continually to give us suggestions. When we trim a window, the men in the different departments that are interested—perhaps the automobile department, for instance—go out and look at the window and see that

everything for their department is marked correctly, so as not to have a \$5.00 price mark when it should be \$2.00 or vice versa.

It is very important to see that we have in stock every article that is displayed in the window. Otherwise, when a piece of hardware is wanted by a customer, you cause the customer delay and annoyance, besides having to take it out of the display and break the effect of your window.

We are thinking ahead continually, studying out future displays. In the summer, we figure out ideas for Christmas displays.

The window display panels for our windows are in two sets. One set, of course, is in the window. The other set

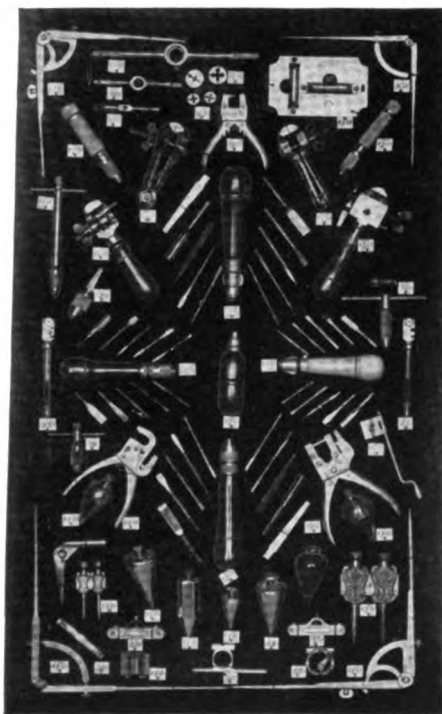
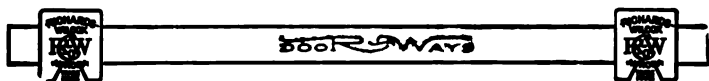


FIG. 1. EACH PANEL IS DESIGNED AS A UNIT, THUS ELIMINATING A JUMBLED EFFECT IN THE WINDOW, YET SHOWING A LARGE ASSORTMENT OF GOODS.

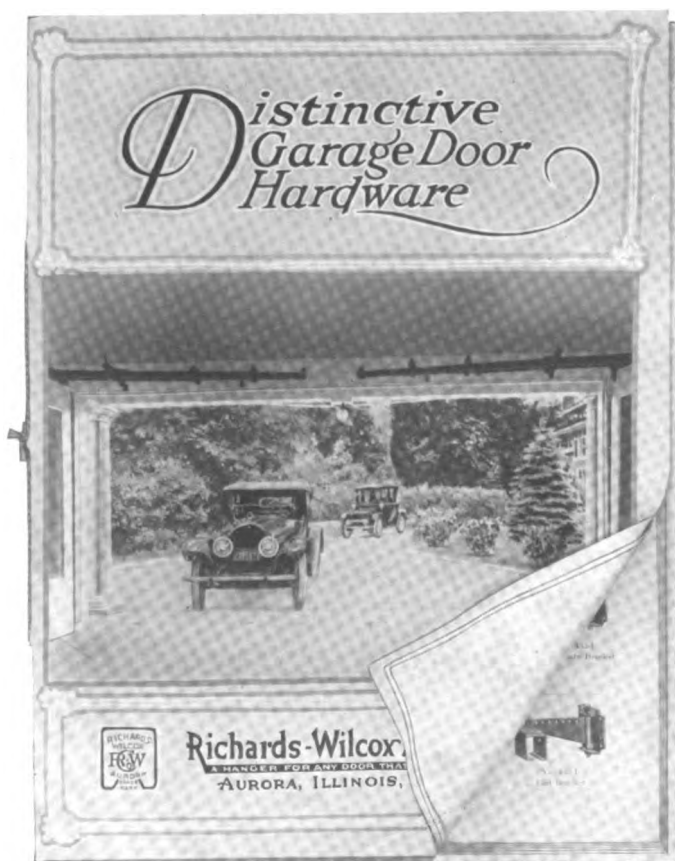


The Last Word in Garage Hardware Catalogs



OUR new ninety-six page de luxe Catalog No. A-22, entitled "Distinctive Garage Door Hardware," is unquestionably the clearest and fullest presentation of the most complete line of garage door hardware that has ever been given.

The details of the book were worked out with painstaking care in order to present in a concrete and at the same time complete manner, the hundreds of sets of equipment made by the Richards-Wilcox Mfg. Co., for use on garage doorways of every kind.



In this book, the garage Architect, Builder, Owner and Hardware Merchant can readily locate all the information he requires regarding suitable garage door hardware for any conceivable doorway.



THE body of the book is printed on heavy white enameled paper in two colors, and each set of hardware is illustrated by halftone cuts showing actual installations; also elevation and plan diagrams showing operation of doors and application of hardware parts.

The size of the book corresponds with the recommendations of Architectural and Purchasing Associations, for convenient filing, 8½ x 11.

The cover design shows a reproduction of a real installation of "Slidetite" Door Hardware in full color, printed from halftone process plates. The picture is true to life—even to the little birdhouse nestled among the trees, seen between the two automobiles which stand in the driveway.

This garage doorway is twenty feet wide and has nine doors. Five of the doors slide and fold to one side and four of them to the other side. Three automobiles occupy the garage, side by side. The doors close weather-tight into the door frame. Mr. F. G. Adamson, Treasurer of the Stephens-Adamson Mfg. Company, Aurora, Illinois, owns the garage in the picture and is enthusiastic about the door hardware, as you can realize from reading his letter below:

"Several years ago you installed in my new garage an equipment to handle nine folding doors. This equipment has given me such splendid satisfaction that I want you to know about it.

"Five of the doors fold on one side of the opening and four on the other, and your offset hinges allow the doors to swing back against the wall in such a way that the entire opening is available for the cars.

"The hinges and slides all work so perfectly that it is possible to open and close the doors with practically no effort whatever, and the improved bolts which you installed a few weeks ago are a wonderful improvement.

"I do not see how it would be possible to have anything better in the way of garage door equipment than that furnished by your company. In the past I have had the old style sliding doors, which were satisfactory in a way, but in efficiency, comfort and ease of operation, the last ones you furnished are so far ahead of anything else I have ever seen that I am exceedingly proud of the equipment.

"I am planning on building a larger garage this fall, and will certainly ask you to furnish the necessary hardware.

"I shall be glad to show the outfit to anyone interested.

"Yours very truly,

"FGA:MS

"(Signed) F. G. ADAMSON."

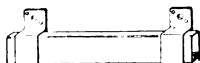
A copy of "Distinctive Garage Door Hardware" catalog may be had by any Architect, Builder, garage owner, prospective garage builder or hardware merchant who will address a request for catalog BA-22, to the Richards-Wilcox Mfg. Company, at Aurora, Illinois, or any of our branches.



What Architects and Builders Say About R-W Products

"I have put in several different kinds of Casement Window construction, but must say that your 'Air-Way' is the best style I have so far run across. I shall certainly use your hardware wherever I can interest people to have this style installed, for it certainly is the best type of window for a sleeping porch.

"F. H. Glasshoff, Carpt. & Bldr.
"Boone, Iowa."



"I consider 'Slidetite' garage door hardware the best on the market today. I have used all the different kinds of hardware to equip garage doors, but you have all the others beat to a standstill.

"John A. Butts, Archt.,
"Wilkesburg, Pa."



"I have used a number of R-W door hangers this year and propose to continue their use as I find them the best on the market.

"F. F. Bossuot, Archt.,
"Haver, Mont."



"I have specified your door hangers for fourteen years."

"Henry Mount,
"Brownwood, Texas."



"I am glad to testify to the good working qualities and efficiency of R-W door hardware."

"W. C. Whitney, Archt.,
"Minneapolis, Minn."



"Mr. Orris, on whose porch I installed last fall, 'Air-Way' Casement Window Hardware, is delighted with his porch and takes much pleasure in showing his friends how nicely the sash work.

"P. P. Kelling, Contr. & Bldr.,
"Meadville, Pa."



"The accordion doors hung on R-W hangers in the Congregational Church to make the two auditoriums into one for special services, work perfectly and without any binding. I am glad to be in a position to speak a good word for your products.

"F. Trotter, Supt. Const., Cong.
"Church,
"Watertown, S. D."



How Clerks Drive Trade Away



WHILE in New York recently I desired to buy a shirt and with that purpose in mind entered an establishment where shirts were offered for sale.

When a clerk had sent the shirt of my selection to be wrapped, he moved away to hold conversation with another clerk. The package and my change came back but the clerk continued his conversation, oblivious of the fact that he was keeping me waiting.

Eventually I was obliged to attract the attention of a floor walker in order to secure my purchase and change.

While I was waiting I overheard an argument between another clerk across the aisle, and a customer whom he was actually scolding because the customer wanted a shirt pattern he did not have in stock.

"You ought to know we do not carry patterns forever and if they run out of stock we have to get new ones," said the clerk in querulous tones.

And he continued to scold in this same strain until the customer finally left the store without making the purchase he wanted.

Such methods as the above drive away customers that could easily be induced by courteous service to make larger purchases and become permanent patrons. Common courtesy costs nothing and it is the life of merchandising.



Arguing Drives Away Customers.

A Monster Grindstone



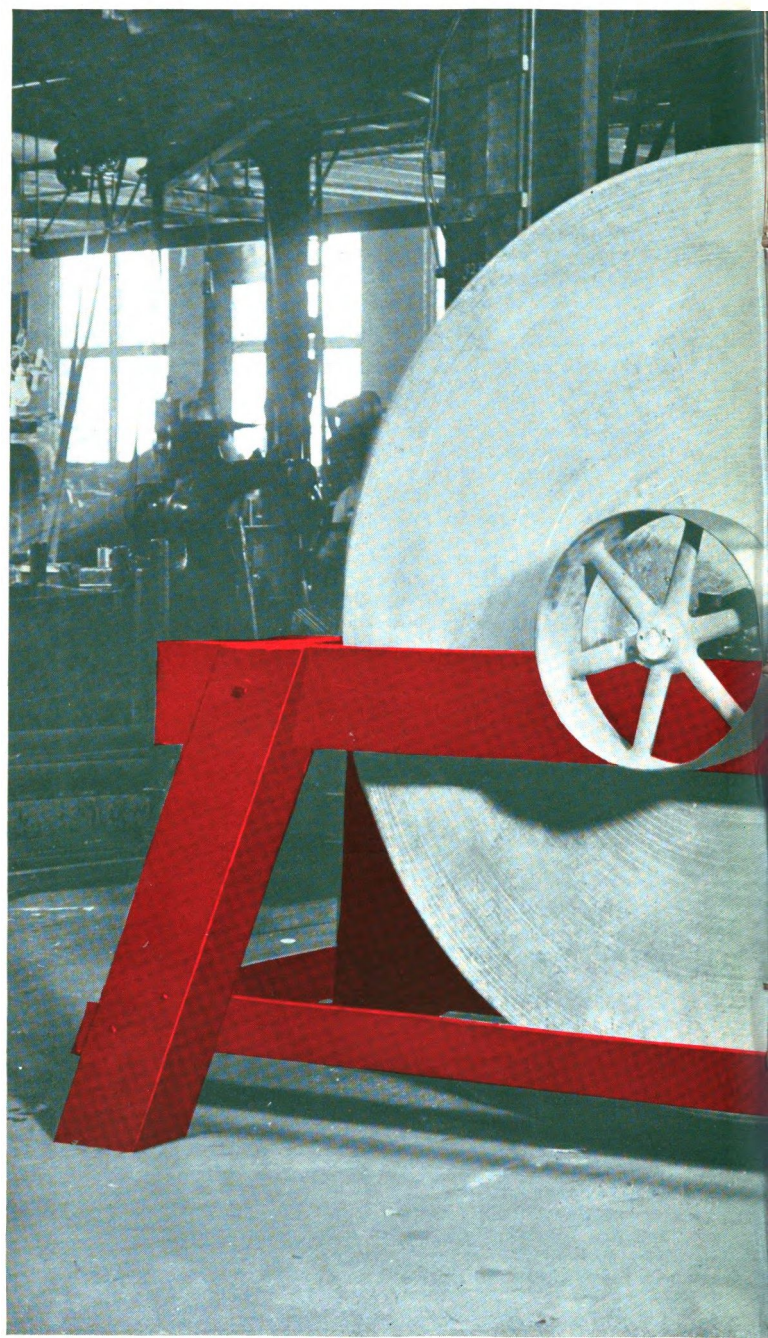
GRINDSTONE measurements ordinarily range from 6 inches diameter for the household type to 2 feet diameter for the farm power type, with a variation in thickness of stone from 1½ inches to 3 inches, and eighteen different styles of mountings in R-W power and treadle machines.

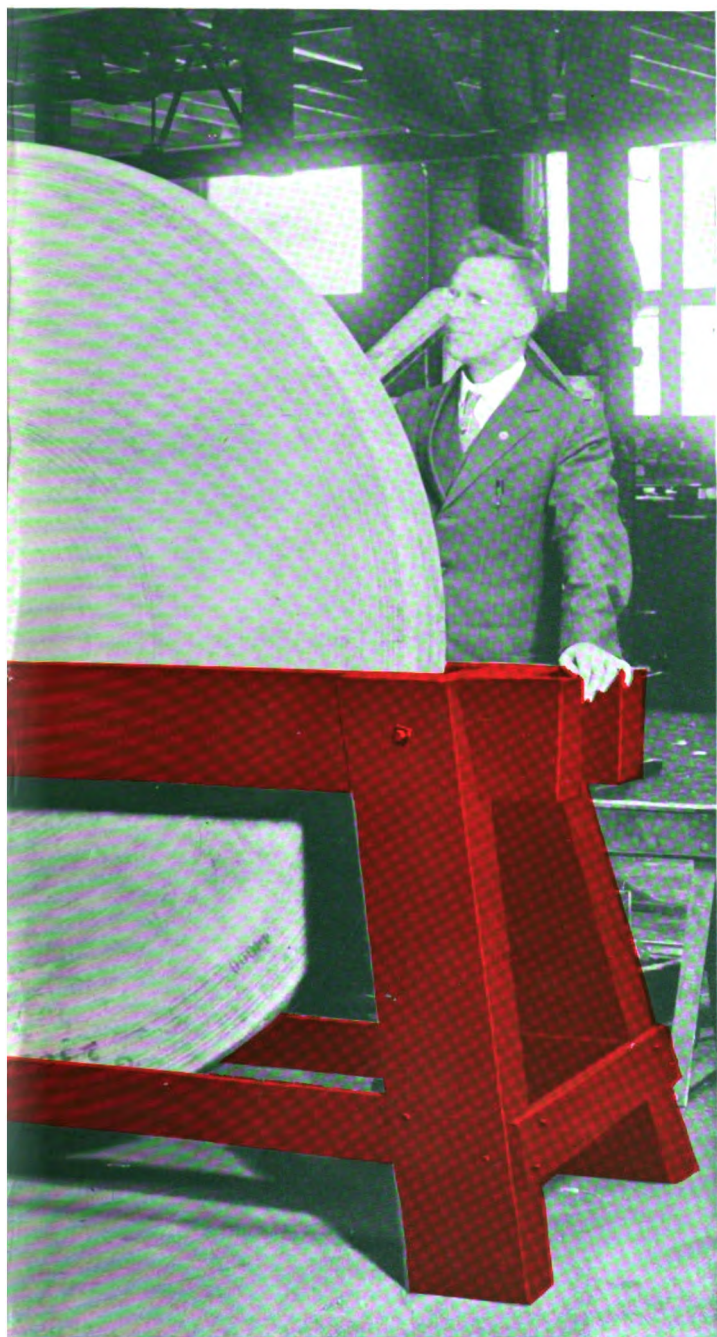
The monster in the picture is an offspring of the R-W family, made to the special order of the Ridgely Trimmer Company, for use in their plant at Springfield, Ohio, and demonstrates the capability of the Richards-Wilcox Grindstone Department for providing the right grindstone for any requirements on short notice.

The stone itself measures 6 feet in diameter with a face measurement of 7 inches and weighs 2,309 pounds unmounted. It is fitted with steel shaft and pulley, babbited bearings and compression grease cups. The framework is made of 6 x 8 timbers securely bolted together.

The stone is so perfectly balanced that it may be moved easily with the pressure of one finger.

The Ridgely Trimmer Company drive this grindstone from a shaft in their Springfield plant where it is used to grind cutlery.



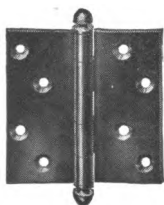




Hinges for Particular Purposes



ONE of the lines of R-W development which is of particular interest to hardware merchants and builders is hinges. We present herein illustrations of a number of hinges that have been developed for special uses in connection with the R-W lines of Garage Door Hardware, Automatic Fire Door Hardware and Warehouse Door Hardware. These hinges are manufactured by us for stock and you may find among them just the thing you or your customer needs to fit certain uses.

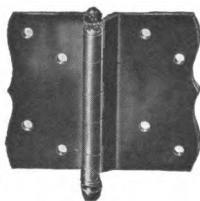
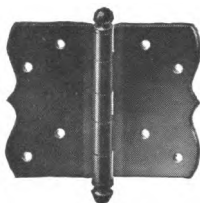


R-W No. 435 Wrought Steel Butt Hinge

Made in two sizes: 4" x 4", 12 gauge; and 5" x 5", 11 gauge. Has loose pintle pin.

R-W No. 435 Wrought Steel Surface Hinge

Made in two sizes: 4" x 5", 12 gauge; and 5" x 7", 11 gauge.

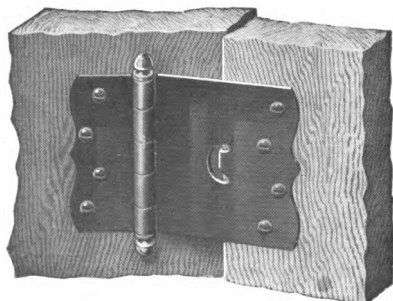
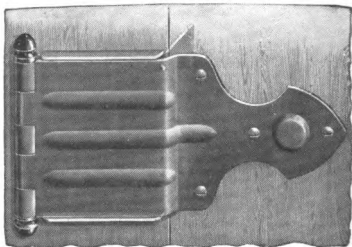


R-W No. 836 Wrought Steel Offset Surface Hinge

Designed particularly for use on sliding-fold doors which open outside the building. The offset on the hinge gives room for locking-bolts on the inside of the doors. This hinge is made in two sizes: 4" x 5" and 5" x 7".

R-W No. 311 Half Surface Ornamental Butt Hinge

Made of wrought steel in one size only: 4" wide. Center of hinge pin is $3\frac{3}{4}$ " from edge of the jamb, and the hinge extends $4\frac{1}{2}$ " on the face of the door. This gives sufficient offset to allow two doors each $1\frac{3}{4}$ " thick to stand flush with the jamb when opened at a 90° angle.

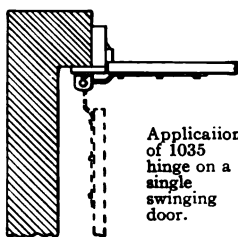


R-W No. 635 Wrought Steel Surface Hinge

For use in hinging doors together, which run around an inside corner on curved track. Made of 12 gauge wrought steel 4" wide; one leaf 4" long and the other 2" long.



R-W No. 1035 Wrought Steel Heavy Offset Surface pintle Hinge.



Application of 1035 hinge on a single swinging door.

Designed especially for garage doors, warehouse doors, factory doors and other heavy doors which it is desired to swing back of the jamb clear of the opening. Strap is made $2\frac{1}{2}$ " wide, in four lengths: 18", 24", 30" and 36". Pintle is $2\frac{1}{2}$ " wide. Has loose pintle pin $\frac{1}{2}$ " in diameter.

R-W No. 1036 Wrought Steel Heavy Mortise-pintle Hinge.



Designed especially for large swing doors. Strap is made $2\frac{1}{2}$ " wide in six lengths: 10", 12", 18", 24", 30" and 36". This hinge has anti-friction bronze washers and $\frac{1}{2}$ " riveted pintle pin.

R-W No. 03 Hinge.

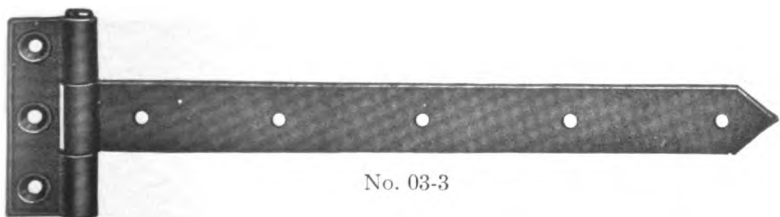
Made of steel in three styles, with straps of six lengths: 18", 24", 30", 36", 42" and 48". Pintle pins $\frac{3}{4}$ " diameter.



No. 03-1—Give Thickness of Wall.



No. 03-2



No. 03-3

Illustrated folder BF-11 covering R-W hinges will be sent to anyone interested, without obligation.



From Sea to Sorter on the "Over-Way" Fish Line



WHEN the Pilgrims landed at Provincetown, three hundred years ago, no evidences of industrial efficiency greeted their seeking eyes such as greeted the eyes of a recent visitor who investigated the methods used in the handling of fish—the principal industry of Provincetown.

The accompanying pictures taken at the plant of the Colonial Cold Storage Company, give a clear idea in connection with the description below, of the expedition with which the fish are conveyed from sea to consumer—and present forcibly the valuable application of "Over-Way" conveying Equipment to this industry, as to thousands of other industries and establishments where it has saved infinite expenditure of time, labor, space and trouble.

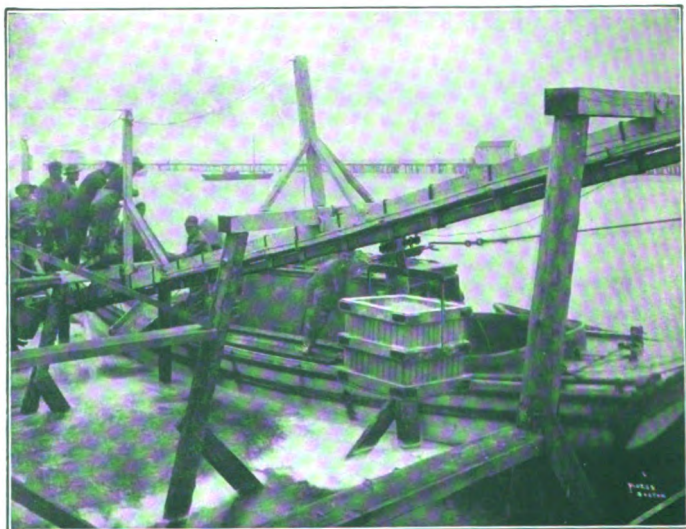


Fig. 1. Just after the fish have been loaded into the basket and are being hauled to the main building. On the left hand side, notice the heavy stream of water which is used in cleaning the fish as they are loaded into the baskets.

The work of the "Over-Way" Conveyor begins at the sea (See Fig. 1), when the fish are unloaded from dories into baskets and conveyed by inclined monorail to the sorting department on the second floor of the building at the top of the incline. While the fish are being loaded from the dory into the basket, a heavy stream of water pours over them which cleans the fish as they are being loaded.

When the basket is filled with fish, the operator loading the fish presses a button which rings an electric bell inside the building. The operator in charge of the steam engine pulls his lever and the basket with its load of several hundred pounds of fish is hauled up on the "Over-Way" Conveyor, traveling at a very rapid rate of speed (See Fig. 2).

As soon as the loading basket reaches the sorter's bench (See Fig. 3), an empty basket is sent down to the boat by gravity (See Fig. 4), being controlled, however, by the cable attached to the "Over-Way" carrier.



Fig. 2. A close-up view of the inclined superstructure showing a basket as it is being hauled up.



Fig. 3. Taken just as a basket of fish was brought into the main building. Note on the right, an empty basket which is sent down immediately after a filled basket comes up. Also in this picture, where a group of men is stationed, notice the steam engine that is used in hauling up the fish.

As soon as the fish are unloaded in the building, the basket is switched to a spare track awaiting the arrival of another filled basket of fish—and this operation goes on continuously.

The fish after being tipped from the basket to the table, are sorted out by grades, placed in pans, and sent down to the fish freezing room one floor below, by means of a conveying system. The fish remain in the freezer about twenty-four hours and are then brought back to the first room, dipped in water to loosen them from the pan and then sent to the packing room to be packed for shipment.

The important part played by the "OveR-Way" Conveying System in this industry can be readily appreciated when one takes into consideration the amount of work necessary to handle the fish by hand or other inferior methods.



Fig. 4. Taken as a basket was being lowered. The cable is slack and moves on the rollers placed for that purpose. Note the line of electric lights for lighting up when working during the night.

This "OveR-Way" Conveying Equipment of the Colonial Cold Storage Company, is similar to that of the Puritan Fish Freezing Company and the Cape Cod Cold Storage Company, at Provincetown, and other points along the New England Coast, and is typical of similar systems installed everywhere for handling fish. The Colonial equipment comprises "OveR-Way" trolley type track, No. 375, having a capacity of 1,500 pounds. This track is galvanized, to protect it from the effect of salt water. Eight-wheel "OveR-Way" Carriers support the regulation fish baskets, from holders, as shown in the illustration, and convey them easily and smoothly along the overhead line. The carrier includes a hook bracket for coupling with the engine cable.

These "OveR-Way" Conveying Systems installed in historic Provincetown harbor illustrate another application of the value embodied in "OveR-Way" equipment for establishments of any size or character. A partial list of typical users will be sent to anyone interested; also, information concerning the application of "OveR-Way" generally, or to specific requirements.

The Provincetown harbor is soon to be the scene of the tricentenary celebration in commemoration of the landing of the Pilgrims three hundred years ago.



Free Want Ad Service



This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 46,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

SAW FOR SALE OR TRADE.

FOR SALE OR TRADE: No. 4 W. F. & John Barnes Combination cut-off and rip saw. Self feed. Perfect condition, nearly new. Wanted, a hollow chisel mortise or what have you. Address J. W. Stapleton, York, Nebr.

BUSINESS WANTED.

WANTED: Hardware, implement or general store—will offer in exchange 80 acres of heavy timbered land located in Southern part of Illinois, or 120 acres heavy timber land underlaid with heavy vein of coal. Will consider a good clean stock for one or both. Timber on either place will more than pay for the land. Address W. M. Flack, 7 E. Springfield Ave., Champaign, Ill.

WARREN SHELVING WANTED.

WANTED: Some used Warren shelving. Must be in first-class, up-to-date shape. Give description and lowest price. Address C. E. Shearer, Chillicothe, Mo.

SOUTH DAKOTA LAND FOR SALE.

FOR SALE: 160 acres of land in the Artesian Basin in the corn belt in Faulk County, South Dakota. Unimproved soil. Adapted to all crops. Three miles to North Western Railroad. Address Ellis Anderson, P. O. Box 124, Capron, Ill.

BUSINESSES FOR SALE.

FOR SALE: After conducting a hardware, implement, building material and furniture business on one and the same block for fifty-four years I wish to retire and offer to live parties an unusually favorable opportunity for well established business. Address Aloys Bilz, Spring Lake, Mich.

FOR SALE: An old established hardware and plumbing business in Central New York State. Town of 40,000. Stock of hardware, plumbing and sheet metal goods, a well stocked store, steam heated, electric lights, gas and water. Three story brick building. Stock and machinery will inventory about \$30,000.00. Address F. E. G., Care DooR-Ways.

WANTED: An experienced hardware man who will invest from \$10,000.00 to \$20,000.00 in a well stocked hardware and plumbing store in Central New York State in a dairy section and manufacturing town of 40,000. Good schools and first class little town. Best reasons for selling a part or the whole of the business. Address E. F. G., Care DooR-Ways.

FOR SALE: Retail hardware and implement stock in a good North Dakota town. Will invoice buildings and stock about \$25,000.00. This business is in a good German Catholic community. Sold for cash only. Address Bartel Hdw. Co., Munich, N. D.

FACTORY BUILDING FOR SALE.

FOR SALE: Substantial brick factory building with steam power plant and large warehouse. Excellent opportunity for toy or other wood-working manufacture. Raw material cheap. Will sell or go into business with manufacturer having established trade. Address T. C. W., care DooR-Ways.

ORNAMENTAL IRON SPECIALTIES.

WE ARE equipped to furnish specialties in Ornamental Wrought Iron in large or small quantities. In making inquiries please send complete description or blue prints. Address Rockrance Iron Works, Inc., Suffern, N. Y.

BUILDERS' HARDWARE MAN WANTED.

WANTED: Young or middle aged man to work in builders' hardware department, must have had experience with handling of contract work. Prefer a man familiar with Corbin goods. Address Van Camp Hdw. & Iron Co., Indianapolis, Ind.

POSITION WANTED.

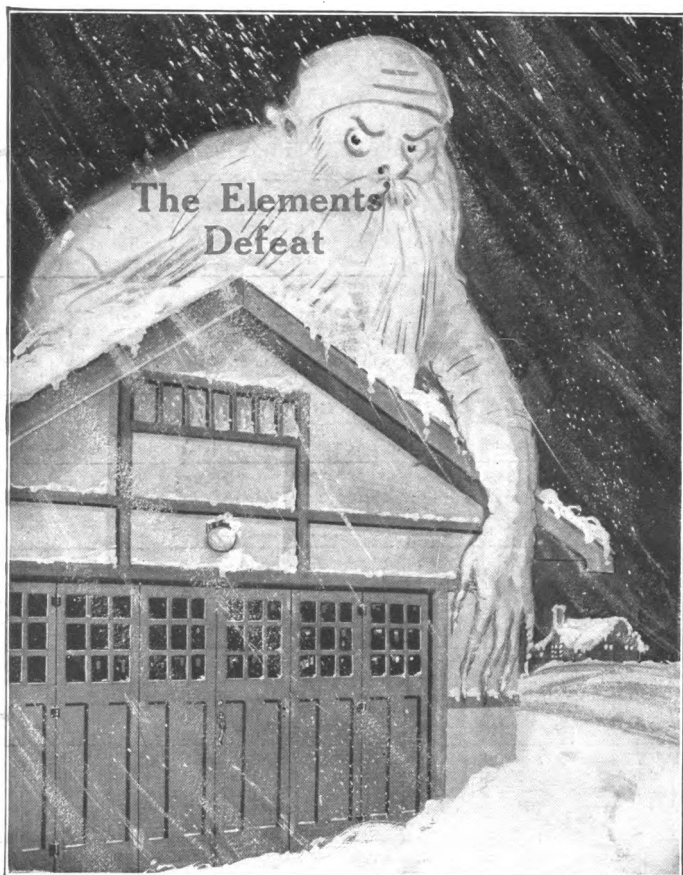
WANTED: By a first-class builders' hardware man, position with a jobbing house or large retail store. Would consider traveling for good manufacture. Have had ten years experience. Address D. D. P., care DooR-Ways.

Slidetite

Patented

Garage Door Hardware

closes the doors tight, so there are no open joints between the doors, through which Winter's breath may enter.



Opens the doors inside, away from obstructions in the driveway, and no amount of snow and ice outside can interfere with the operation of the doors.

So, no matter how frosty Winter's breath, nor how ferocious his storming, the garage owner worries not, secure in the knowledge that his "Slide-tite" Door Equipment will accomplish The Elements' Defeat.

WRITE FOR ILLUSTRATED CATALOG BA-22.

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO
ST. LOUIS
LOS ANGELES
PHILADELPHIA

AURORA, ILLINOIS, U.S.A.

BOSTON
NEW YORK
MINNEAPOLIS
SAN FRANCISCO

LONDON, ONT.

Digitized by Google

NEW YORK
RICHARDS-
WILCOX
DOORWAYS

AURORA
TRADE
MARK



EASTER NUMBER



The Prayer of a Man



TEACH me that sixty minutes make an hour, sixteen ounces one pound, and one hundred cents a dollar. Help me to live so that I can lie down at night with a clear conscience, without a gun under my pillow, and unhaunted by the faces of those to whom I have brought pain.

Grant that I may earn my meal ticket on the square, and that in earning it I may not stick the gaff where it does not belong.

Deafen me to the jingle of tainted money and the rustle of unholy skirts. Blind me to the faults of the other fellows, but reveal to me mine own.

Guide me so that each night when I look across the dinner table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with my children.

And when come the smell of flowers and the tread of soft steps, and the crunching of wheels out in front, make the ceremony short and the epitaph simple: "Here lies a Man."—*Selected.*





FOR APRIL, 1920

Published once a month to spread the truth about the R-W Line

Richards - Wilcox Manufacturing Co., Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis 1735 Boatmens Bank Bldg.
Chicago.....15 East Lake Street	Minneapolis.....321 Plymouth Bldg.
Philadelphia.....507 Arch Street	Los Angeles.....503 Equitable Bldg.
Boston.....132-134 Pearl Street	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 4

Washing Dishes With Door Hangers

*Another Ingenious Application of R-W
Track and Hangers to Modern Economics*



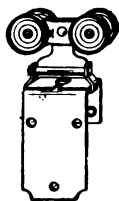
SAT at a side table recently in one of those Emporiums provided in our Metropolitan Centers for that throng of hustling humanity which eagerly accepts self-service and meager mastication in lieu of time and money needed to "lunch" at a service restaurant.

I had successfully maneuvered a meal from its inception at "Trays" Station where I began operations by taking on a tray and napkin, through to destination at "Checks Here."

Having selected a table and spread my repast before me, I rested in meditative mood, subconsciously pondering the systematic "harmony" of energy which makes effective the successful feeding of thousands of patrons in the interim of time known as the "Noon Hour" in a congested Metropolis.

As I sat there, I sensed vaguely as though seen through a screen, the background of organized system behind the well regulated activities in every department of this wonderfully systematized establishment. I thought of the trained "regulars" in the executive, provisioning, cooking, serv-





ing and collection departments. I saw the "pinch hitters" who thrust themselves into spots of the field of action which needed temporary support to break up a rush—now at the head of the line speeding up its movement by passing out ready trays—now dishing stew behind a service table, now rushing reserve grub from the kitchen, now "checking out" dinners.

Then my vision changed and I beheld the crowded dining hall displayed there before me. The kaleidoscopic spectacle reminded me of a crowded dancing pavilion.

The dance is on. In rhythmic harmony, girls and women in blue gingham uniforms and white aprons move across the floor in and out among the tables, "led" as it were by trays clasped in their arms as dancing partners. Now they hesitate at a vacated table, clearing it of its burden of used dishes.

Now they swing their loaded trays toward the dish carts.

Now advance skillfully through the weaving crowd of arriving and departing guests.

And as I beheld cartload after cartload of dirty dishes wheeled away—scores of them—I pondered over the herculean task of washing them. And I thought of the army of laborers that would be required to do the job—unless perchance some modern Hercules should evolve a simple method of turning a mighty renovating stream over this Augean mass.

And I inquired.

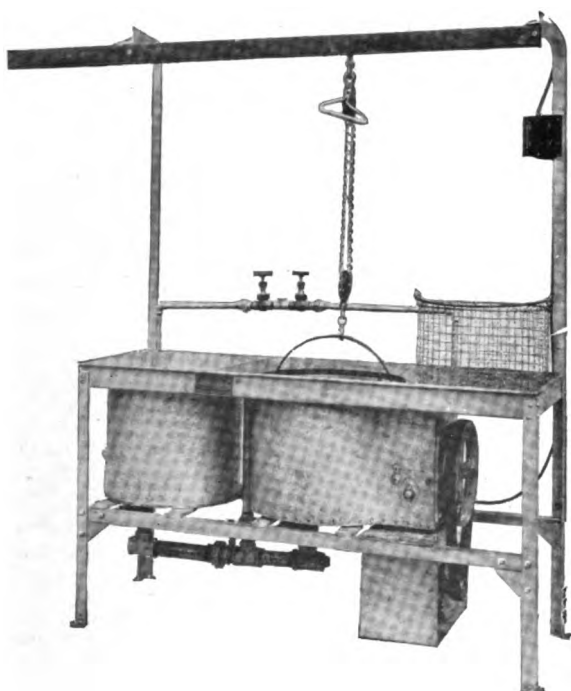
That is how I learned about the Tupper Dish Washer. That is how I found out about a novel use of R-W Trolley Track.



In the illustration on the opposite page you may see the trolley track with its hanger and hoist supported by two angle iron brackets. With this simple hoisting arrangement a loaded basket of fifty heavy dishes is transferred instantly from the washing com-

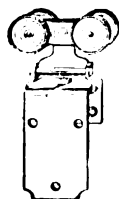


partment to the scalding or sterilizing compartment, and then to the drying table, without hands touching the dishes. The makers state that these dish washers have a capacity of 3,000 to 6,000 dishes per hour. Consider how many dishes one human dish washer might handle in one hour, employing the rag in hand method, and you can realize the practical economy of an appliance that will handle 6,000 dishes in the same period.



Yes, R-W track and hangers save time, labor and money in many an ingenious and unexpected application.

Inquiries concerning the Tupper Dishwasher for Hotels, Restaurants, Hospitals, Barracks, Camps and similar establishments will be given full attention by the Tupper Mfg. Company, 1122 West 47th Street, Seattle, Washington.



How One Man Made Good On a Strictly Cash Basis



NE of the good things brought out at the Kansas City Convention was the letter read by Watie Davault, which he addressed to his community after determining to sell for cash only.

Mr. Davault stated that his cash plan, instead of reducing his patronage as might have been expected, resulted in an increase of 40 per cent in business during the first year, November 25, 1918-November 25, 1919.

The letter follows:

A WELL PONDERED DECISION

After pondering well and spending many minutes of thought in humble solitude, rolling and tossing on my pillow, over bad accounts, and the good and bad methods of doing business, rebuking the rebukable and commending the commendable, I have DECIDED to change my method of doing business and eliminate that god-forsaken method of allowing people to carry off my goods and never pay for them.

I, after trying for nearly four long years to sell people goods on credit and thereby favor them, have found that too many people's knob of gratitude is not sufficiently developed to cause them to pay, and do not think enough of their word to protect it by giving some good reason for having failed to do so.

So, this is notice that on and after November 25, 1918, no goods will leave my store without value received having been deposited with me as a representation of a fair and honest deal.

I am going back to What? Buck the tide and pull upstream and anchor my boat to cash. That means pay right now and take the goods with you. In that way you get yours, and I get mine and we are both better off.

Sell a man goods on credit, he will not keep books and will swear and be-damned that you have charged him too much, that you are a cheat and a skinner, when he has no other reason for his belief only that the account is larger than



You get yours, and I get mine.



he thought it should be. I don't need money bad enough to do this kind of business so my method will forbid such accusations.

As a cash merchant I am there with the goods and won't take off my hat to any competitor, but when it comes to the collection of accounts, I am a complete failure.

When it comes to separating the honest man from the dishonest I am blind and helpless.

I am a good judge of money and know its value well—but no longer will a slip of paper strung on a crooked wire pass with me for good honest merchandise that I have to pay real money for.

To my customers who pay every thirty days I wish to say that I am serving this notice with much regret and trust that you will not condemn me but cuss the man who has forced me to adopt this method.

To that other good honest class who have obtained favors from me with good intentions and have been overtaken with hard luck, I say to you, come and trade with me and pay as you go. I can and will soon save you enough on your purchases to heal the old sore.

To those who owe me accounts, large or small, I wish to suggest that you come ahead and trade with me. Don't let the old account stand in the way. By giving me your trade you thereby help me to carry the account and I will save you sufficiently on your purchases that you will be able to reduce the account at intervals and will soon have the account wiped out.

Four long years of hard work behind the counter and over a set of books has shown me very little profit but a broad experience, and has sufficed to convince me that the hit or miss credit business will lead to utter ruin.

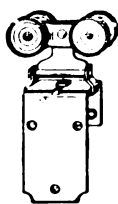
I will attempt success under this new method with every honest and fair dealing effort that is known to me and then if success will not smile sufficiently upon me to justify me in going ahead I will still have the privilege of turning about face and pursuing other lines of trade or professions wherein I might be more amply rewarded for ceaseless toil.

Give me a trial and let me convince you that my method of doing business is the best for you as well as myself and that for every dollar you leave with me you will have received more goods or better goods than my competitor can give you who forces you to share his losses with him.

WATIE
DAVAULT.



Pay right now and take the goods with you.



Newark Merchants Present Com

When Banister & Pollard, Newark, N. J., set out to accomplish a from a look at the model window display of Richards-Wilcox Rolling Door

A notable feature of the exhibit is the labels which tell just what ea

The three lengths of R-W Tried & True Trolley Track make an apment of hangers, latches, stay rollers, brackets, etc.



The two steel signs, one on the right and the other on the left, litho electric flash sign which forms the center, infuses the whole with life and the details of the display.

This electric sign is the one loaned by the R-W Co., without charge whether of direct or alternating current.

The other "Slidetite" signs also will be gladly furnished by the R-W pieces suitable for use in connection with window displays and campaigns

ing Window Display of R-W Goods

pose, they go all the way to a haven of satisfaction, as will be easily realized
lware presented on this page.

ce is.

iate and effective background before which to display the accessory equip-



ed in full color, lend an unobtrusive tone of color to the display, and the large
—arrests the attention of the passer-by, and favorably directs his interest to

ny R-W merchant who desires its use. It operates on any electric light circuit,

vertising Department, as well as leaflets, folders, booklets and other advertising
r full information, address Advertising Manager, R-W Mfg. Co., Aurora, Ill.



Foiling the Hazards of Shipping Grindstones



NE of the reasons why R-W Grindstones make lifelong friends of grindstone users, is the fact that the manufacturers pack the grindstones scientifically to preclude damage to the stones and to the frames.

A heavy wooden crate built especially for each of the fifteen styles of R-W Grindstones completely encases the knocked down machine, and protects it at every point from outside forces. No parts of the machine extend out from the crate.

The stone itself rests in an individual compartment so designed that braces hold it firmly in position without the possibility of moving about nor being subjected to unnatural strain or torsion—see Fig. 1.

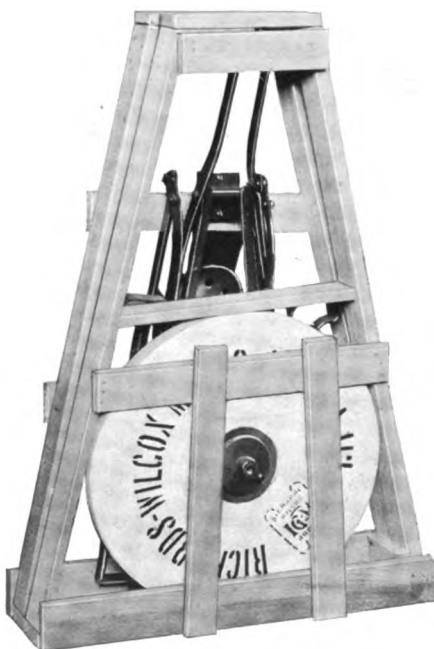
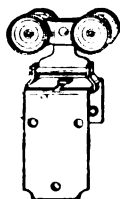


Fig. 1. The stone rests in an individual compartment—R-W steel frame grindstone No. 300, crated for shipment.

The frame rides in a larger compartment, similarly designed to give perfect protection—see Figs. 3 and 5. So packed, the R-W Grindstone is peculiarly safe from the possibility of rough handling in transit, as may be seen from the illustrations, and reaches the grindstone user in the same condition that it leaves the R-W Grindstone Department.

Foreign shipment entails different hazards from domestic and shipments of R-W grindstones which cross the ocean are packed specially for the conditions they may meet, as shown in Fig. 4. For foreign shipment, the machines are packed in sets of six in two boxes; six frames in one box, and six corresponding stones in another box.



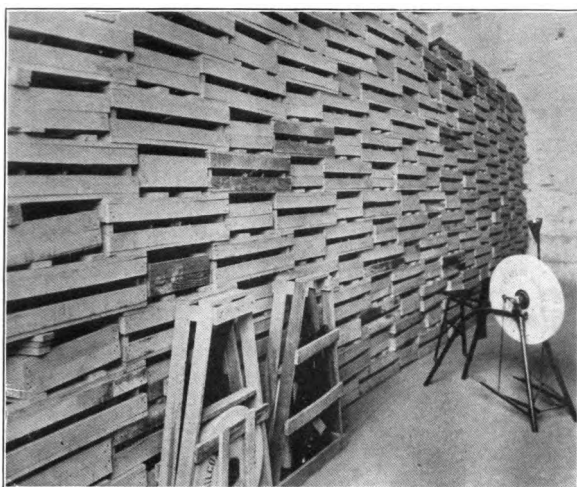


Fig. 2. A pile of R-W No. 300 Grindstones ready for shipment

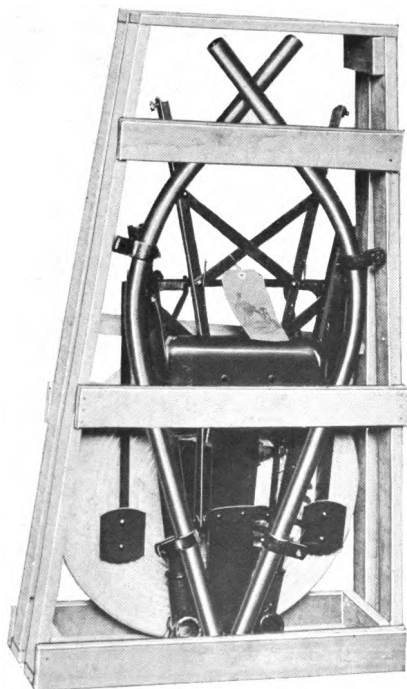


Fig. 3. The frame rides in a compartment which gives perfect protection—R-W Tubular frame grindstone No. 025, crated for shipment.

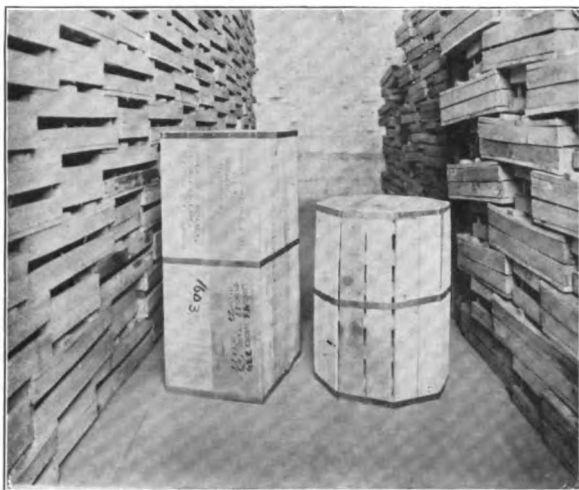


Fig. 4. For foreign shipment, R-W Grindstones are packed in sets of six in two boxes—frame in one box, and corresponding stones in another box.

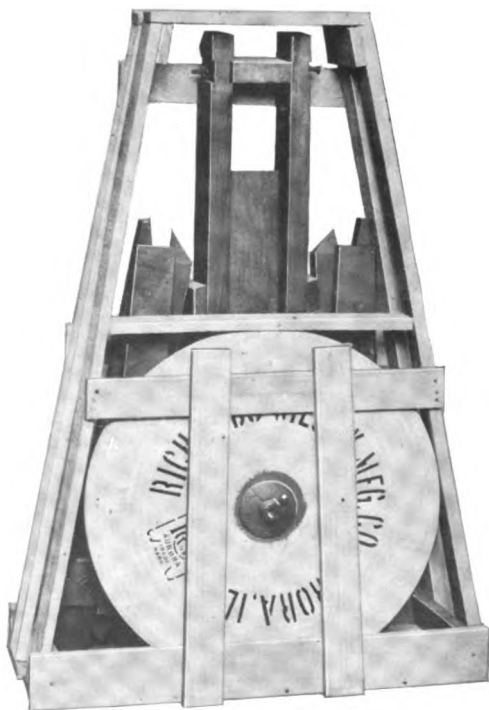


Fig. 5. The wooden frame grindstones are packed just as securely as the steel—R-W No. 310, crated for shipment.

Putting the Pater Wise

LETTERS FROM SON LESTER

MY REVEREND AUTHOR:

Old Purse, the buyer, caught me scratching a line to you during business hours and handed out his advice:

"Don't be too sorry for your father, Lester, even if he knows so much less than you do about the hardware business. Your clothes fit you better than your father's fit him; they cost more money and are more stylish; your finger nails are neater; the cut of your hair is better, and you are far prettier than pa. But the old man gets the biggest salary. His homely, scrambling signature can drain more money out of the bank in five minutes than your copper plate could coax away in six months."



I told him I was like a mule, I looked foolish, but was only half the ass my father was. That was pretty rough on you, Dad, but it was the only come-back I could think of at the time.

Say, get some of these kings or cardinals to hang wreaths on my clothes tree, will you? I've just landed a big order—while the main push were out at lunch. It's a complete overhead trolley carrier system for a local repair shop.

In confidence, the customer knew what he wanted and had the Richards-Wilcox catalog with him; so all I had to do was to copy down the specifications and look up the prices. But the Boss doesn't know that, and when he saw the order he handed me a big black cigar and a few choice words of appreciation—the first to come my way.

"R-W" seems to be the magic pass word in this lodge. Old Purse would stock anything that carried that stamp. I have a notion of asking the "R-W" outfit for a position. What do you advise? Don't bother. It's too late, anyhow. I've already put in my application.

Yours truly,

SON LESTER.



Lost, Strayed or Stolen

Honor the **Chief**. There must be a head to every thing.—*Exchange*.

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You can't provide a family with loaves and fishes if you do nothing but loaf and fish.—*Glenwood Boy*.

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Some men practice what they preach but the majority are satisfied with preaching what they practice.

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Good intentions never get farther than the crawling stage.

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It's a poor nut that falls for the first frost—*Case Eagle*.

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Habits are like porous plasters, easy to acquire and hard to get rid of.

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Folks who never do any more than they get paid for, never get paid for any more than they do.—*Elbert Hubbard*.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 46,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.



HARDWARE BUSINESS FOR SALE.

FOR SALE OR TRADE: A strictly live line of Hardware and Implement Business, including a an Hotel, in town where you don't need to advertise and get more business than you can handle. Valued at \$50,000. Reason for selling, made enough to retire and so can you if you buy it. Address the Little Store, Pingree, North Dakota.

LAND FOR SALE.

FOR SALE: Farm in Vermont. 1,240 acres. Three 6-room dwellings, barns, graneries, garage, etc., 1 saw mill, capacity 12,000 feet per day. Lumber equipment, wagon, sleighs, etc. 150 acres under cultivation, 300 pasture, balance timber—1,000,000 feet oak, 300,000 feet pine, 2,000 to 3,000 cords birch, 100,000 cords cord wood selling from \$10.00 to \$12.00 per cord in nearby markets. Manufacturing city within 6 miles using from 50,000 to 80,000 feet of lumber per day. Splendid roads. Owner's business and condition cause for offering at splendid bargain. Complete farming tools and two or three cows, team, etc. go if sold soon. Price \$10,000.00 cash or \$12,000.00. Long terms. Address Box 11, Pennsville, O.

FOR SALE: 160 acres of land in the Artesian Basin in the corn belt in Faulk County, South Dakota. Unimproved soil. Adapted to all crops. Three miles to North-Western Railroad. Address Ellis Anderson, P. O. Box 124, Capron, Ill.

FOR SALE: \$50.00 an acre buys a 160 acre farm nearly 100 acres very best soil in hay and feed. No stone. 1½ miles to station—eight passenger trains a day. Short auto or tram ride to Duluth. Very easy terms. Address R. R. Forward, Duluth, Minn.

HARDWARE BUSINESSES WANTED.

WANTED: Stock Hardware, Furniture, Etc. Will consider trade land for stock hardware, furniture, etc. Give details, inventory, size of town, name, county, how near larger city, in first letter. R. R. Forward, Duluth, Minn.

WANTED: Hardware, implement or general store—will offer in exchange 80 acres of heavy timbered land located in southern part of Illinois or 120 acres heavy timber land underlaid with heavy vein of coal. Will consider a good, clean stock for one or both. Timber on either place will more than pay for the land. Address W. M. Flack, 7 E. Springfield Ave., Champaign, Ill.

BUILDERS' HARDWARE MAN WANTED.

WANTED: Young or middle aged man to work in builders' hardware department, must have had experience with handling of contract work. Prefer a man familiar with Corbin goods. Address Van Camp Hdw. & Impl. Co., Indianapolis, Ind.

HARDWARE ADVERTISING MAN.

EXPERIENCED advertising man, age 30, executive ability, thoroughly experienced in window trimming, show card lettering, commercial art, and retail merchandising. A clean and successful record with wholesale and retail house dealing in hardware, house furnishings, auto accessories, sporting goods, toys, electrical appliances, cut glass, china and silverware. Can furnish best of references on request. Address G. M. F., care Door-Ways.

BARNES RIP SAW.

FOR SALE OR TRADE: No. 4 W. P. & John Barnes Combination cut-off rip saw. Self feed. Perfect condition, nearly new. Wanted a hollow chisel mortise or what have you? Address J. W. Stapleton, York, Neb.

WARREN SHELVEING WANTED

WANTED: Some used Warren shelving. Must be in first-class, up-to-date shape. Give description and lowest price. Address C. E. Shearer, Chillicothe, Mo.

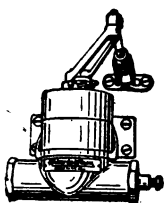
ELEVATOR FOR SALE.

FOR SALE: One hand operated elevator, one-ton capacity. Nearly new. First-class condition. Address A. E. Root, Sycamore, Ill.

WRECK PREVENTER PATENT.

FOR SALE: Outright or royalty, U. S. Patent right, Wreck Preventer for freight and passenger cars. For drawing and specifications, write H. M. Kelly, Phoenix, Ala.

SHE LEFT THE DOOR OPEN



It was on a Paoli local. The mercury was around 10 degrees above zero. At Overbrook a considerable number of persons alighted. The last one to leave the car in which a tired man, who had worked hard all day sat, was a lady. She failed to close the door.

When the train started up again a cold blast swept through the car. Everyone shivered, especially a middle-aged woman who was quite handsomely dressed.

The tired man got up, walked forward, closed the door and, as he returned to his seat and resumed reading his evening paper, the middle-aged woman bowed her grateful acknowledgement.

At Merion another bunch departed by that front door. The last of the lot was a girl of eighteen or twenty.

She failed to close the door.

When the train started a cold blast raced through the car. The middle-aged woman shivered.

The tired man got up and, meanwhile saying things to himself, closed the door.

The middle-aged woman gave a kind glance to him. He resumed his reading.

At Narberth others got out. The sternmost was a male person. He failed to close the door.

The middle-aged lady said something about rude, thoughtless, selfish men. Meanwhile she engaged in a shiver or two.

When the icy winds blew through the car again the tired man got up, slammed his paper down on the seat, made a few remarks in Choctaw or some other language and slammed the door shut with noble vigor.

The middle-aged lady looked at him as if she agreed with what he said, even if she didn't understand the language he spoke.

No one got off at Wynnewood.

At Ardmore the middle-aged woman got up and left the train by the front door.

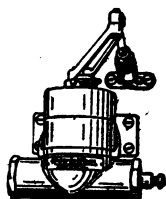
She left the door open!

At Haversford the tired man got off the train.

He closed the door.

Moral: Yes, that's it. You guessed it right the very first time.

—Spillane in *Philadelphia Ledger*.



DON'T CLOSE THE DOOR—HAVE AN R-W DOOR CLOSER AND CHECK CLOSE IT.

THE NEW YORK
PUBLIC LIBRARY

RICHARDS-
WILCOX

DOORWAYS

AURORA
TRADE
MARK



My Old New Jersey Home

There's an ivy covered cottage where the old folks wait
for me.

'Neath the red hills of New Jersey by the sea;
It's a quaint, old-fashioned farmhouse where I saw the
light of day.

Recollection paints the scene so far away.

'Neath the clinging ivy vine,
There's a big "Bull Durham" sign,
On the chicken house it says "Take Beecham's Pills"
On the old red barn you read that "Castoria you need,"
And the pig sty advertises "Crosby's Mills"
Oh, the back fence is held up by "Paris Garters,"
And the cow shed sings the praise of "Rubifoam."
"Aunt Jemima's" smiling face bids you welcome to the
place.

That's the picture of my old New Jersey Home.

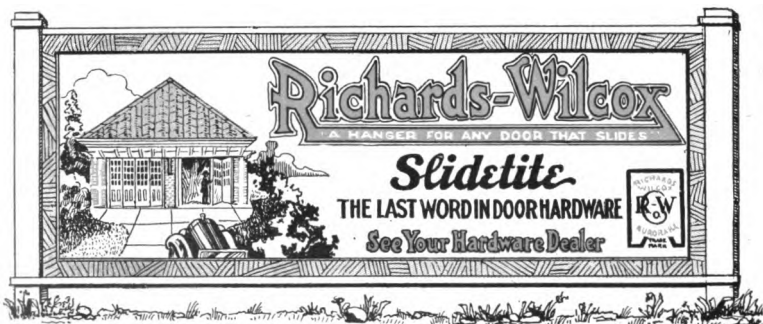
Both the Erie and the B. and O. pass right before the door,
You can always get a cinder in your eye
And my fam'ly all make faces at the passing engineers,
That's how we get our winter's coal supply.

On the pasture's gentle slope there's an ad. reads "Fairy
Soap,"

And a wooden cow that gives "unsweetened cream."
There's a can of "Heinz'a Beans," also "Burrough's Rust-
less Screens,"

And a life size picture of the "Gold Dust Team."
Oh, the corn crib's camouflaged by "Slidetite Hardware"
And the windmill represents a "gramophone."

On the Back Porch is a sign:
Reading "Mellen's Food for mine."
That's a picture of my old New Jersey home.





MAY, 1920

Published once a month to spread the truth about the R-W Line

BRANCHES

New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago.....166-168 West Lake Street	Indianapolis....40 West Ohio Street
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....457 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 5

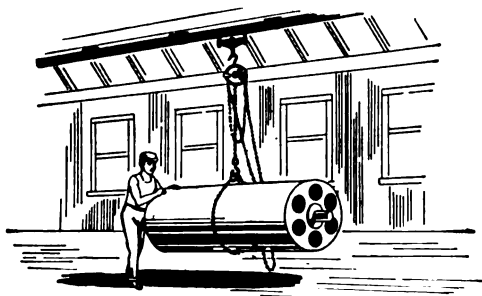
Efficient Transfer from Elevator to Assembling Department



DELIVERING a 700-pound tractor wheel through the painting processes in a tractor plant is a job which requires wise planning, if it is to be accomplished economically and without marring the wheel's finish. The weight and shape of the big wheels make them peculiarly difficult to handle.

This problem confronted the Universal Tractor Company, of Moline, Illinois, when they erected their new building recently, and the fact that they found the solution in "OveR-Way" Conveying equipment reflects the effectiveness of that equipment because the Universal people knew "OveR-Way." Their former plant equipment included a similar "OveR-Way" system.

The new system takes the wheels from a freight elevator (E, Fig. 5), on which the wheels come from the shop floor below; carries them without transfer through two painting operations, including



dipping, draining and baking; finally delivering the finished wheels to the tractor assembling department (See Fig. 4; also A, Fig. 5), from which the empty trolleys return on a separate "Over-Way" track to the point of inception (See Fig. 5).

The Lowering Devices controlled by compressed air hoists, mechanically submerge the wheels into the dip tanks and raise them without moving off the "Over-Way" track. This is accomplished by lowering and raising sections of track directly over the paint tanks (see P, Fig. 5). These short sections of track are fitted with

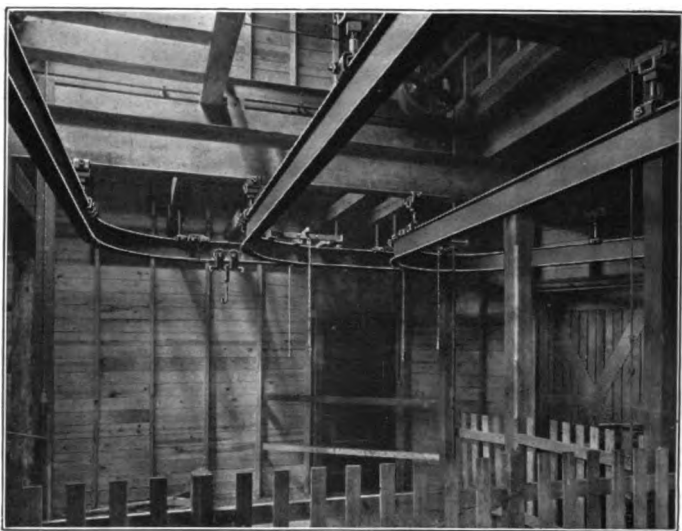


Fig. 1. Beginning of "Over-Way" Carrying system at point where tractor wheels are taken from freight elevator which brings the complete unfinished wheels from the shop below. Note three main lines leading to first set of dipping tanks. At right, note Overhead return line on which the empty trolleys come from the tractor assembling department after delivering the finished wheels.

stops which drop into position automatically, as the tracks pass below normal position, and prevent the trolleys from being accidentally run off the track.

The ends of the stationary tracks are also fitted with automatic stops to prevent trolleys running off the main line when tractor wheels are being dipped.

After dipping and draining over the drain boards (see D, Fig. 5), the tractor wheels go into the baking ovens (see Fig. 3; also B, Fig. 5). The special I-beam trolleys fitted with bumpers (see Fig. 1), prevent the tractor wheels from bumping together, and enable the operators to propel a long line of loaded trolleys without marring the finish of the tractor wheels.

After passing through the first drying oven, the wheels receive a second coat of paint in the same manner as



they are given the first coat, passing over a second set of drain boards and into the second drying ovens.

They are then ready for the tractor assembling department to which they are delivered by way of the "OveR-Way" Conveying System and deposited on the floor by means of a track lowering device (see Fig. 4).

This installation required about 1,000 feet of "OveR-Way" No. 900—7" I-beam straight track, besides a number of curves, stub switches, standard switches and about 200 supporting members with "OveR-Way"

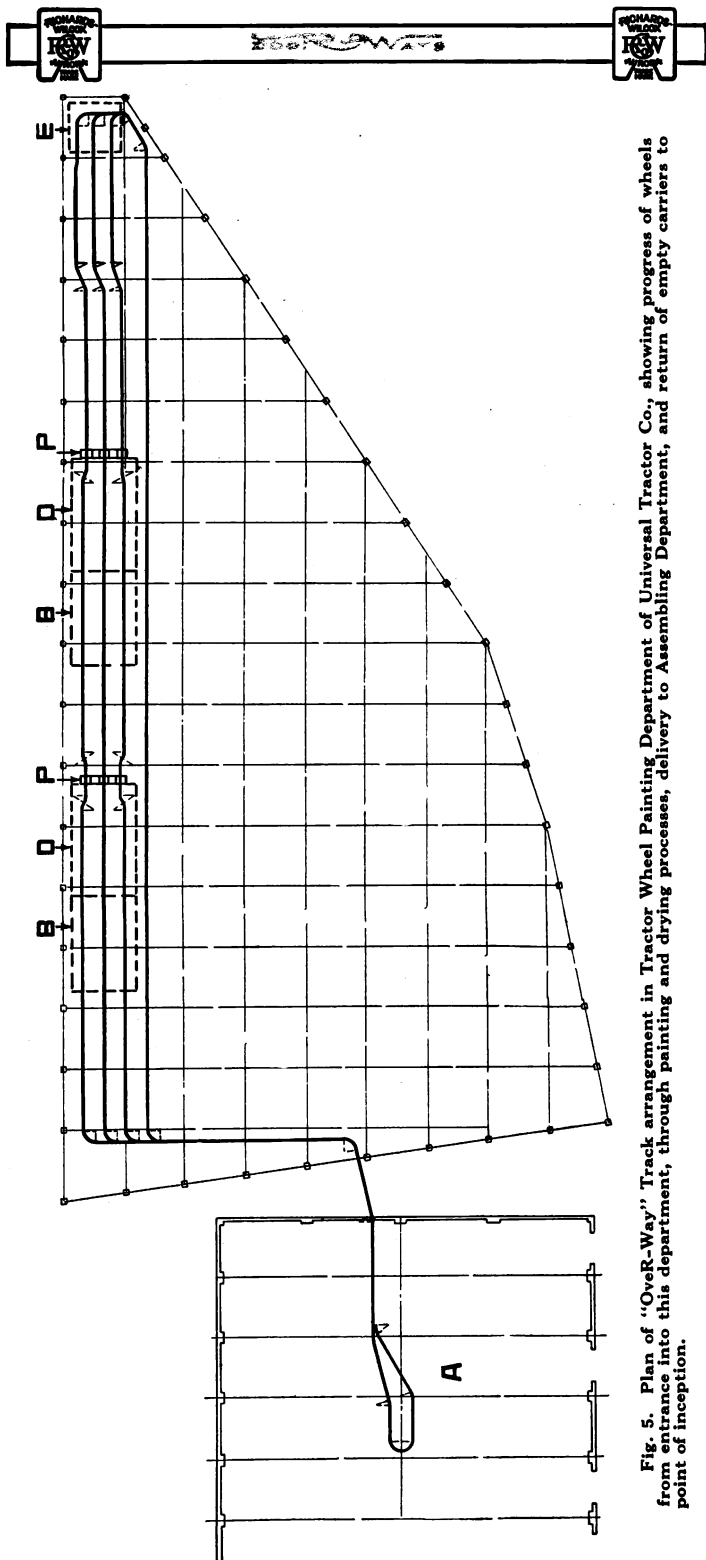


Fig. 2. Same view as Fig. 1, except that it is taken at a viewpoint farther distant and shows more of the overhead track.

No. 910 Universal clamps attached to each end. The equipment is designed to support one 700-pound tractor wheel per each lineal foot of track.

The time, money, labor and space saved by this "OveR-Way" Conveying installation for the Universal Tractor Works, amounts to thousands of dollars each month and there are thousands of similar systems large and small doing the same thing for manufacturers and business men of all classes all over America.

The Richards-Wilcox Mfg. Company will furnish a list of typical "OveR-Way" users, including some of the most efficiently operated plants in the world, and to give general information or special information regarding any requirements for Overhead Conveying in establishments of any character, large or small.



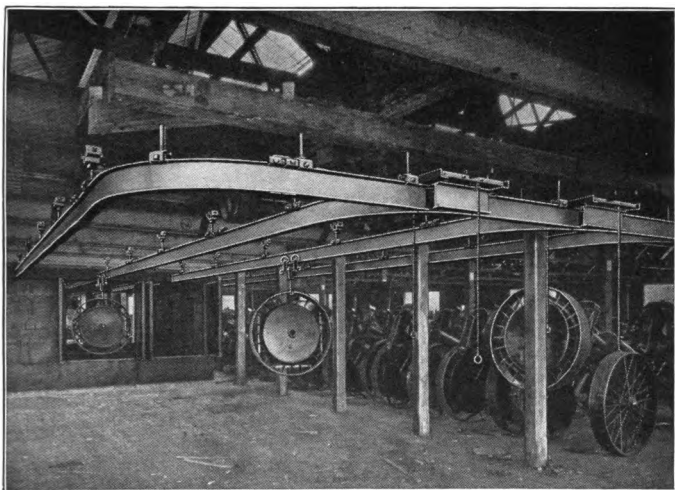


Fig. 3. A view showing the end of the track emerging from the second drying oven and turning to the right where the wheels are carried to the assembling building. In the foreground are shown two stub switches used where parallel tracks run close together so that there would not be sufficient room to install standard pivoted switches.

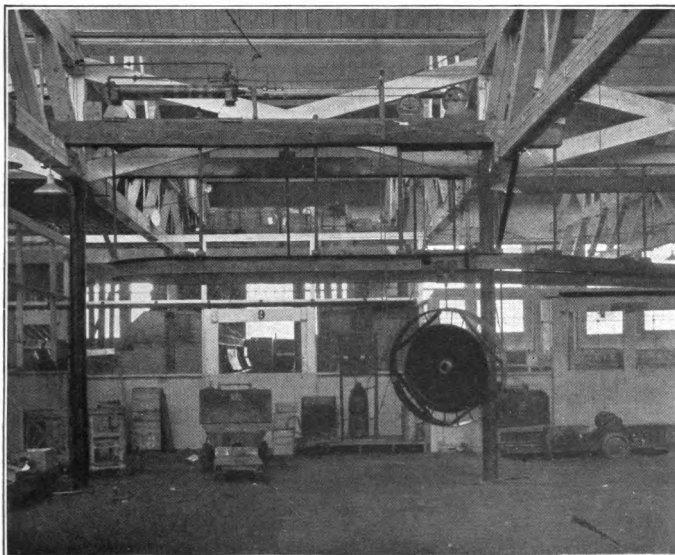
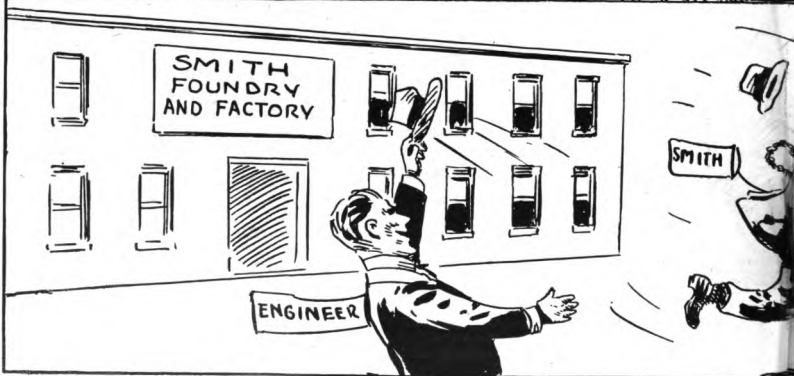
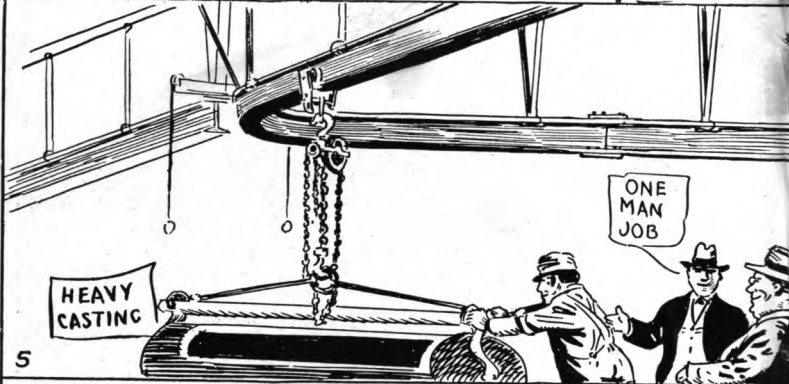
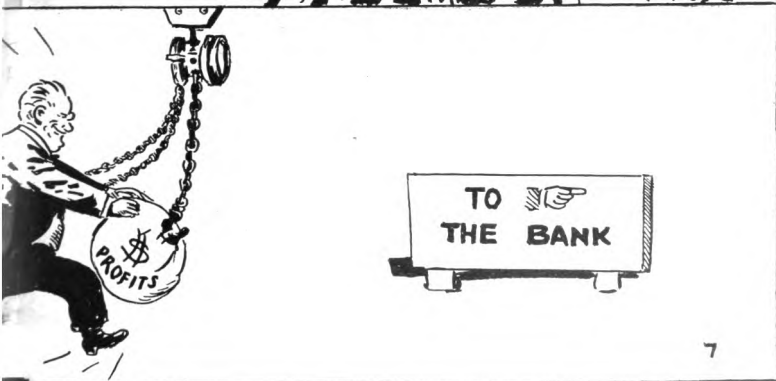


Fig. 4. The end of the "Over-Way" line in the tractor assembling department. In the foreground a finished tractor wheel hangs from the lowering device in position to be deposited on the floor. Note the pneumatic hoist which operates this "Over-Way" lowering device. From this point, the empty trolleys return to the point of inception where they take on a new load at the freight elevator.







"Over-Way" Wins Again



CHICAGO architect with considerable reputation and experience drew plans recently for a very large addition to a very large factory which has a national reputation. An I-Beam Over-Way system was drawn in and specified for a load of about 1,500 pounds and the figure which we submitted on this job was about \$9,000.00. The architect and the plant superintendent, who were both experienced, insisted on "Over-Way"; however, a clever salesman representing a manufacturer of cheap equipment, went to the head of the concern, quoted a price under \$2,000.00, and showed him where he could save \$7,000.00, and,

he said, get the same results. Against the protest of the plant superintendent, the order was given to this salesman, as the general manager said he didn't see how

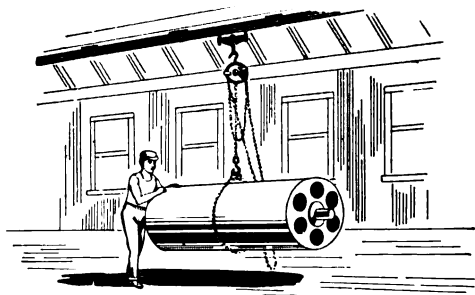


The Gang Way

they could make \$7,000.00 any easier.

A few days after this, we had another man call on the head of this concern to see if it were not possible to get them to reconsider and cancel the order for this cheap equipment. While this man succeeded in getting the proposition opened up again and the differences in the two types of equipment shown up at some new angles, the general manager again said that it was useless, as the other people had promised to do everything we would do at about \$7,000.00 cheaper.

The matter was dropped for a few days more, when the architect, on his own initiative, went to the head of this concern and stated that he would refuse to O. K. or have anything to do with the job if this cheap equipment was installed. This opened the matter up again, the general manager began to see the light, the order for the cheap equipment was cancelled and R-W is now getting out this job.



Passing the Buck



OME time ago when I was in a hurry for an express shipment, I went around to the express office. Had a large box, sent on such-and-such a date from Philadelphia arrived?

"When was it shipped?" I was asked, and I gave the information.

"It may have come in this morning, but you will have to take that up with our Receiving Department," volunteered the young woman at the counter.

"Oh," thought I, "this is a self-serve business office." "Would you mind," I asked timidly, "leading me to your Receiving Department so that I can get this coveted information?"



"It isn't in this building. It is over at the P—— Railway station."

"Don't you have any information here as to what has been received?"

"No."

"You cannot tell a customer anything about what has arrived?"

"No, you will have to ask our Receiving Department about that."

"Do you have telephone connections?" I persisted. "Do you ever get this information for customers?"

"There's the telephone; you can use it. The number is ——."

And so I stepped up to the telephone, got my number and gave a big express company an illustration of how a customer can learn for himself whether or not his merchandise has been received.



"Thanks awfully," I murmured when I had finished my telephoning. And then I added to this representative of the express company: "I serve a large corporation that ships many cars of merchandise daily. I wonder what a customer of ours would think of us if he called, asked about a shipment that had been made and we told him that he would have to apply to our Shipping Department for that information—that the business office did not have anything to do with shipping."

But I think that my irony was completely lost on the clerk. She was thinking about "my department" and caring nothing about the impression that a patron gets of a business as a whole when one employee passes along the trouble or responsibility to another without any attempt to co-operate or co-ordinate.

"Passing the buck" is rather commonplace slang, but it is expressive. There is a terrific amount of it in business offices, hotels, stores, factories, and everywhere else where many people are employed.

How often have you telephoned, told your story to some one who listened until you were through and then replied: "You will have to talk to Mr. B—— about that. Good bye." No advice, no regret, no promise to take the matter up with the proper person.

Of course it is true that often something does come to an employe that he or she is not in a position to handle properly. But how much finer it is in such cases for the employe to say: "It is too bad that you had trouble. Rest assured we want everything to be right. I could take a memorandum of this but I believe you would find it more satisfactory to talk direct with Mr. X——. Just wait while I have Central connect you with him."

There is one thing in business life that I should like to swat with a club about the size of a medium telephone pole, and that is this narrow view of "my department" or "my work." Thousands of people seem to think it clever if they can dodge responsibility—especially if something has gone wrong—if they can show that the thing under discussion is none of their work and pass the customer along to the next fellow.

The customer does not give a rap about departments. When he thinks of a business he thinks of it as a whole. And the good will of a business is wrapped up in it as a whole. If its packing or delivery is poor, the business as a whole suffers. -



Therefore, every true salesman is jealously concerned about the reputation of the whole business. He is willing, more than willing, to give every customer, every inquirer, earnest attention and to do what is required, if possible. If it turns out that he cannot attend to the customer fully, he will go out of his way to see that the customer gets prompt and proper service. He will not, by act, word, or expression, indicate that he is anxious to dodge—to “pass the buck.” Nor will he reflect on other departments, other employees or the policies of the firm.

I like to hear salespeople say “we” and think “we”, for that means that the individual has the interest of the business as a whole at heart.

The skillful football or baseball player is always ready to sacrifice his turn if by so doing his team can win. We call that “teamwork.”

It means as much in business as it does on the ball field.

Copyright by S. Roland Hall.



Lost, Strayed or Stolen



Scientists have discovered that a snail can travel a mile in seven days—thus beating the average parcel post package by about a day and a half.

The best apples are not on the ground. It pays to climb.

Is the wife called the better half because she usually gets the better of the other half?

A bullet travels at the rate of 3,000 feet a second, which means 2,000 miles an hour.

When the hard times come we will wish we had saved some of the easy money.

Don't become so busy laying aside for a rainy day that you neglect to enjoy fine weather.—*Houghton Line.*



From Their Viewpoint

Do you remember the first catalog you ever saw, with those grotesque wood cut prints and ridiculously exaggerated descriptions—everything presented from the maker's standpoint? In those days service had not entered the mind of the manufacturer. He made *his* goods his way, and sold them for *his own benefit*.

What a contrast in impression and frank presentation obtains in the Richards-Wilcox's new catalogue of

Distinctive Garage Door Hardware

Beginning with the front cover, handsomely displayed in full color, this catalog is built to accommodate the convenience of the persons interested in garage door hardware.

Not a garage doorway condition is left unprovided for—not a personal taste overlooked.

Here are displayed hundreds of sets of distinctive fixtures for doors which operate inside and outside of the doorway—suitable for every conceivable condition—and all so lucidly and completely compiled, so simply illustrated and so plainly detailed that the reader may select unerringly the exact set suited for his garage, his taste and his purse.

A copy of this beautiful book will be mailed to anyone interested in garage door hardware, on request.

Ask for Catalog BA-22

Page Twelve



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 46,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

BUSINESSES FOR SALE.

FOR SALE: Will sell hardware business established 38 years in a thriving community which has good schools and churches. Building and stock will invoice \$30,000—will take \$25,000. Age, reason for selling. Good opportunity. Address O'Brien Hardware Company, Hartland, Wisconsin.

FOR SALE: After conducting business for 20 years, I wish to retire. I offer my business, consisting of Hardware, Cream Separators, Milking Machines, Furniture and Undertaking supplies. Building, stock and residence will inventory about \$17,000. This is a cracker jack location, large territory, no competition. Address F.J.L. Vorce, Weyerhaeuser, Wisconsin.

FOR SALE: Have decided to sell my Tin and Furnace business because my hardware store requires all of my attention. Plumbing could be added advantageously, as there is a good opening for a plumber. For definite information, address H. H. J., care "DooR-Ways."

FOR SALE: I am forced by ill health to sell my established hardware and furniture business situated in Northeast Oklahoma, in the heart of the great lead and zinc fields, in a city of 5,000, which has water works, sewer, gas, electric lights, situated on steam and electric railroads. Stock will invoice about \$12,000, but can be reduced if necessary. Sales last year \$25,000. Will sell or rent buildings. Address, N. S. W., care "DooR-Ways."

FOR SALE OR TRADE: A strictly live line of hardware and implement business, including a hotel, in town where you don't need to advertise and get more business than you can handle. Valued at \$50,000. Reason for selling, made enough to retire—and so can you if you buy it. Address, The Little Store, Pingree, North Dakota.

LAND FOR SALE.

FOR SALE: Farm in Vermont, 1,240 acres. Three 6-room dwellings, barns, graneries, garage, etc., 1 saw mill, capacity 12,000 feet per day. Lumber equipment, wagon, sleighs, etc. 150 acres under cultivation, 300 pasture, balance timber—1,000,000 feet oak, 300,000 feet pine, 2,000 to 3,000 cords birch, 100,000 cords of cord wood selling from \$10.00 to \$12.00 per cord in nearby markets. Manufacturing city within 6 miles, using from 50,000 to 80,000 feet of lumber per day. Splendid roads. Owner's business and condition cause for offering at splendid bargain. Complete farming tools and two or three cows, team, etc., included. Price \$10,000.00 cash or \$12,000.00 long terms. Address Box 11, Pennsville, Ohio.

FOR SALE: \$50.00 an acre buys a 160-acre farm, nearly 100 acres very best soil in hay and cultivation. No stone. One and a half miles to station—eight passenger trains a day. Short auto or train ride to Duluth. Very easy terms. Address, R. R. Forward, Duluth, Minn.

HARDWARE BUSINESSES WANTED.

WANTED: Stock Hardware, Furniture, etc. Will consider trade land for stock hardware, furniture, etc. Give details, inventory, size of town, name, county, how near large city, in first letter. R. R. Forward, Duluth, Minn.

HARDWARE ADVERTISING MAN.

EXPERIENCED advertising man, age 30, executive ability, thoroughly experienced in window trimming, show card lettering, commercial art, and retail merchandising. A clean and successful record with wholesale and retail house dealing in hardware, house furnishings, auto accessories, sporting goods, toys, electrical appliances, cut glass, china and silverware. Can furnish best of references on request. Address G. M. F., care "DooR-Ways."

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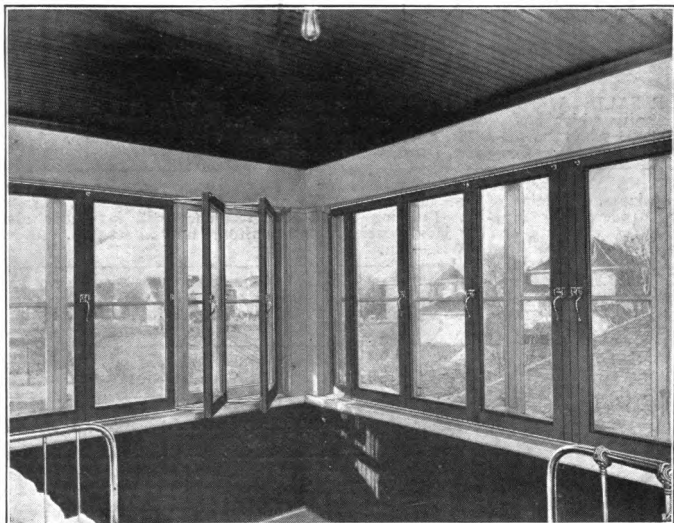
You Can't be Wide Awake During the Day Unless You Can be Sound Asleep During the Night

The *death of sleep* which omniscient nature provides for the rejuvenating of your fatigued nerves and broken muscles at the close of each day, cannot result in the foreordained resurrection of mind and body at each sunrise—unless you sleep in fresh air.

An abundance of oxygen is one of the conditions necessary to make your restoration complete.

To get oxygen, you must have fresh air.

The simplest, most satisfactory, and most convenient means of having just the right amount of fresh air in your sleeping rooms or porches, under all weather conditions, is to equip your home with



Multifold Casement Window Hardware

Enables you to have all the fresh air you want, without direct drafts—without unsightly architectural effects—without cracks between closed sash—without mullions in the open window—without restrictions as to size of window opening—without danger of wind slamming sash when open—without possibility of storm and cold entering closed windows.

Builders of homes, hotels, sanitariums, hospitals, schools, libraries, clubs, apartments and flats, use this style of window hardware extensively.

***Illustrated Booklet BC-2, will be sent
without obligation to anyone interested***

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO
ST. LOUIS
LOS ANGELES
PHILADELPHIA

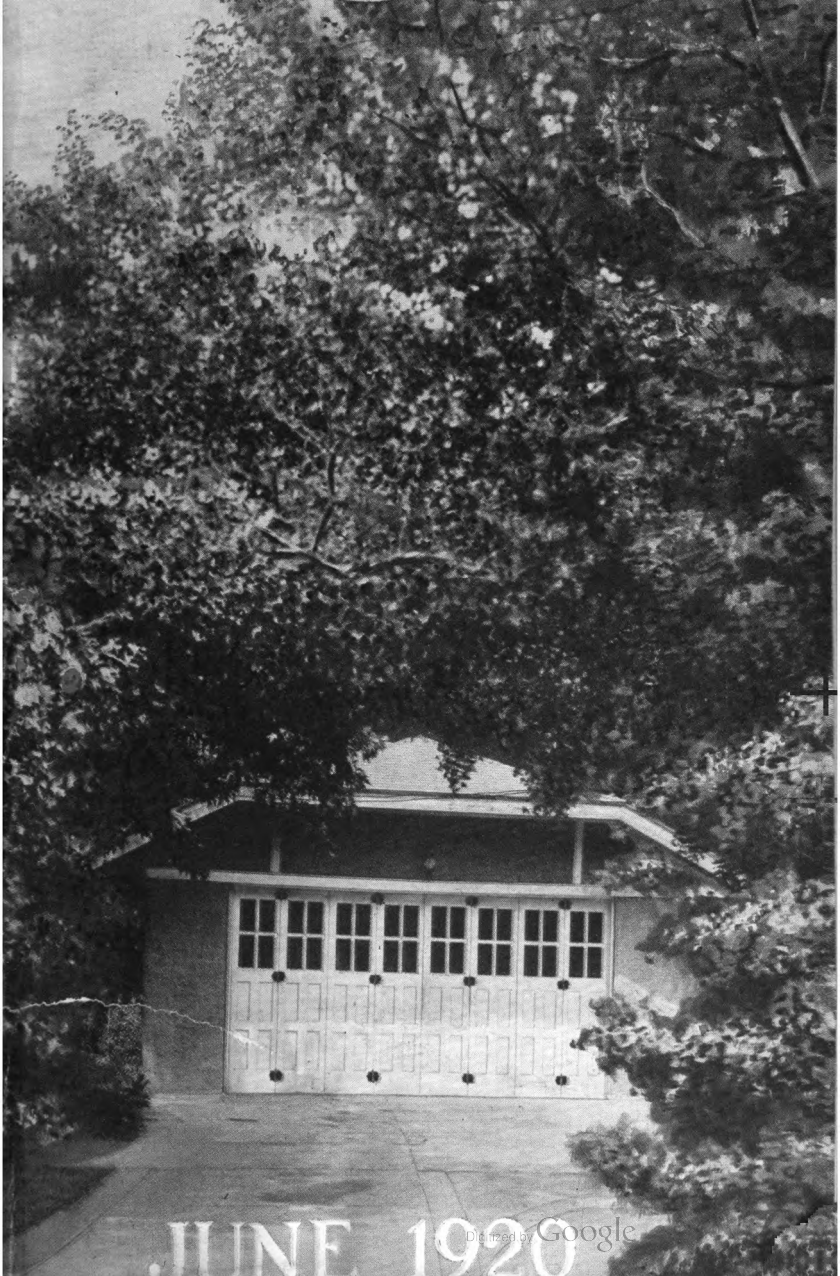
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ASTOR, LENOX AND
TILDEN FOUNDATIONS



JUNE 1920

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Where Bells Don't Ring Nor Whistles Blow

It seems to me I'd like to go
Where bells don't ring nor whistles blow,
Nor clocks don't strike, nor gongs don't sound
And I'd have stillness all around.

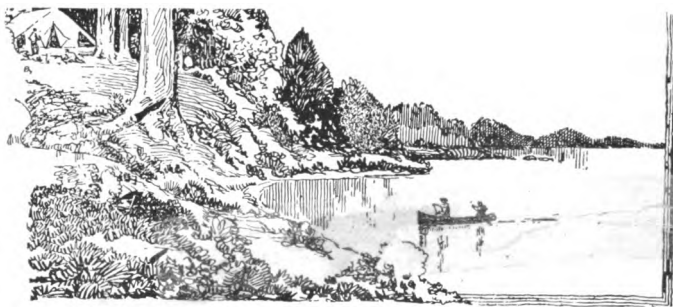
Not real stillness, but just the trees
Low whisperings, or the hum of bees,
Or brooks faint babbling over stones
In strangely, softly tangled tones.

Or maybe a cricket or katydid,
Or the songs of birds in the hedges hid
Or just some sweet sound as these
To fill a tired heart with ease.

If it weren't for sight and sound and smell
I'd like the city pretty well,
But when it comes to getting rest
I like the country lots the best.

Sometimes it seems to me I must
Just quit the city's din and dust,
And get out where the sky is blue—
And, say, how does this seem to you?

—*Author Unknown.*





JUNE, 1920

Published once a month to spread the truth about the R-W Line

BRANCHES

New York City85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago166-168 West Lake Street	Indianapolis40 West Ohio Street
Philadelphia507 Arch Street	Minneapolis321 Plymouth Bldg
Boston132-134 Pearl Street	Los Angeles503 Equitable Bldg.
Cleveland457 Hippodrome Annex	San Francisco . .626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 6



PROPERTY is the fruit of labor; property is desirable; is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built.



—ABRAHAM LINCOLN.

How To Remember Your Customers' Names



RECENTLY I made a special trip to a little town in the mountains of Pennsylvania for the purpose of talking with a firm of young men who have made a remarkable success as retail merchants—who have advertising and selling methods that enable them to meet not only the much-talked-of competition of the mail-order houses, but the competition of the stores of near-by cities as well.

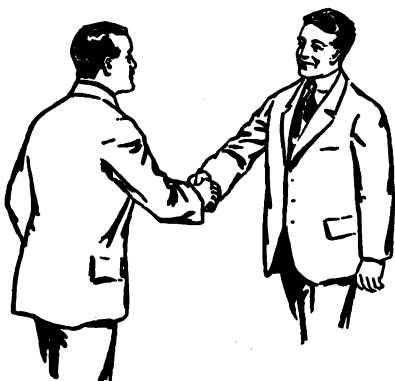
Among the methods that these young men worked out—and they have a number that afford good lessons to merchants in much larger places—is their campaign to get the names of customers and prospective customers, not only on classified mailing-lists so that they may be addressed readily but so that the salesmen may call people by name when they visit the store. These young men have even gone so far as to advertise the various members of the firm by their first names, so that the farmers of the surrounding community come in and call for “Bob,” “Jake,” etc.

You have been to hotels where, though it may have been months since you registered at that place, the man behind the desk calls you by name without apparent effort. I remember what a warm “home-feeling” I had when I went back to an Atlantic City hotel after an absence of six years and had the clerk in charge say unhesitatingly, “We are glad to see you, Mr. Hall.”

Enterprising hotel men make it a point to do this. When a guest is unknown to them, they at least refer to him by name as soon as he registers and his name can

be learned. They know that it is finer courtesy to say: “Take Mr. Avery’s bag up to Room 199,” than to say, “Take this bag up to Room 199.”

This matter of knowing customer’s name is just as important to the retail merchant and his salespeople as it is for the hotel-keeper. Both are merchants, for that matter. It is not so much a matter of remarkable memory as it is a matter of effort.



To be able to call the customer by his name is to make a fine start. All of us like to deal with people who know us.



Most of us don't really try to remember names; that is, we don't concentrate on the undertaking.

I have had occasion to watch the work of one retail saleswoman who gives this part of her calling particular attention. She earns her living in a city of 150,000, and I am sure that it is within the truth to say that she can call the names of at least one-third of the people who come



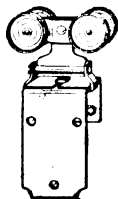
She brought out napkins bearing my relative's initial.

into her section. One of my own relatives visited that store one day. She was addressed by name, and when she bought some linen goods this resourceful saleswoman said, "I believe you would be interested in these initialed napkins." She brought them out as she spoke, and of course, showed the napkin that bore my relative's initial.

The first important step in remembering customers' names is, naturally, to be sure of the name. The hotel-clerk gets this information from his register. The salesperson can get it from the sales-slip or the delivery card, and there is no reason why we should not ask people to spell their names out for us when we are not sure of the spelling. Some such remark as, "I want to be sure to get this right," and a smile, always make this easy. Seeing the name written helps to impress it. Names of regular customers should be kept in a book or index so that they can be reviewed occasionally.

At the end of a day, run over in your mind the names of those customers whom you served. This review helps greatly. Memory, you know, is a matter of impression. Every impression makes the memory-dent or groove a little deeper. You couldn't forget the name of Woodrow Wilson, Lloyd George, Enrico Caruso, or Charlie Chaplin, if you tried. Why? Because you see the names or hear them so often that the memory-dent or groove is kept deep.

Associating people with what they bought is another useful device for remembering names. "We have a fine little serving table here that would go well with the dining-table you bought from us" is a suggestion that is sure to bring consideration from the customer.



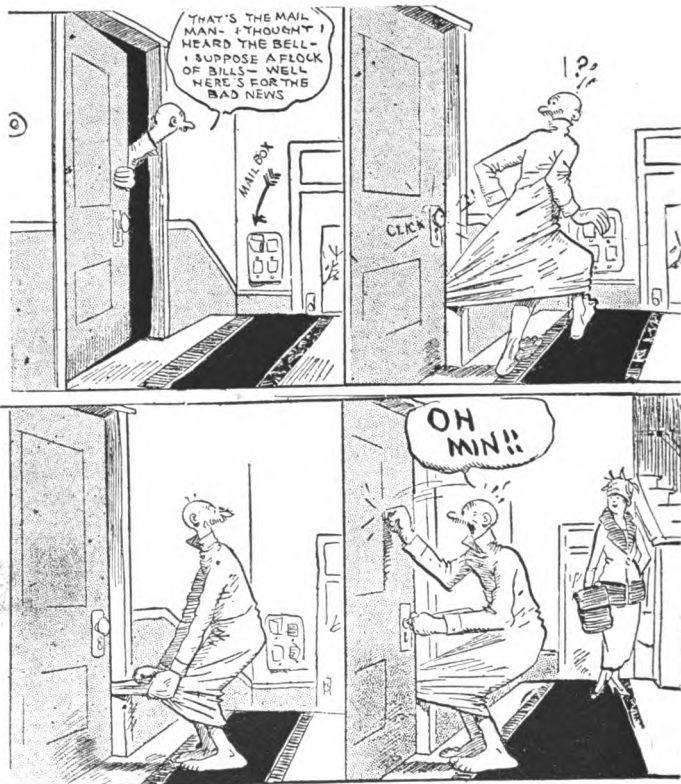
Barn Door Hanger

Finally, *association* may be used for fixing names in the mind. For example: suppose you have a customer whose name is "Mrs. Carroll." She could be thought of as a singer—whether she is or not—a singer of "carols." This is what is meant by "association." A "Mr. Baker" might be fixed in the mind as a maker of bread, though his business might, in fact, be chemicals. "Mrs. Jefferson" might be associated with Thomas Jefferson. "Mr. Pierce" might be recalled as the man of piercing eyes, if they are keen. A little ingenuity along this line will enable you to recall almost any name, no matter how odd. You can identify many people because of the similarity of their names to other names well fixed in your mind. Thus, I associate a "Miss Dineen" with a well-known baseball umpire by the same name and "Mr. Turner" with a boyhood acquaintance named Turner.

—Copyright by S. Roland Hall.



The Gumps—O, Min!



—Smith in Atlanta Constitution.



Lost, Strayed or Stolen



We always may be what we might have been—*Proctor*.

* * * * * *

Don't stare up the steps of success, but **step up the stairs**.

* * * * * *

Liquor improves with age. The longer you keep it, the better it is for **you**.—*Houghton Line*.

* * * * * *

Being remembered in a will is about as certain as an unlaidd egg.

* * * * * *

"Mama," said little Jane, "do men ever go to heaven?"
 "Why of course, my dear. What makes you ask?"
 "Because I never see any pictures of angels with whiskers."
 "Well," said the mother, thoughtfully, "some men do go to heaven, but they only get there by a close shave."
 —*Resaw*.

* * * * * *

A fellow died in our town the other day whose only claim to fame was that he had a goiter.
 What have **you** done for the world to make it remember **you**?—*Old Pop Kiwanis*.

* * * * * *

A jolly good fellow is one who foots the bills.



House Door Hanger

Certificate of Patriotic V

Richards-W

*"for special effort in rendering valuable
intelligent"*



THE WAR DE
THE UNITED STA
RECOGNIZES IN THIS AWARD
THE LOYALTY ENERGY AND EFF
OF THE WAR V

Richards-Wilc

AIDED MATERIALLY IN OBTAIN
OF THE UNITED STATES OF
THE IMPERIAL GERMAN GOV
AND ROYAL AUSTRO-H


SECRETARY OF WAR



r Service presented to the
cox Mfg. Co.

vice by prompt execution of orders and
operation."



ARTMENT OF
TES OF AMERICA
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ORK BY WHICH
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NG VICTORY FOR THE ARMS
AMERICA IN THE WAR WITH
ENMENT AND THE IMPERIAL
NGARIAN GOVERNMENT



Blissell

ASSISTANT SECRETARY OF WAR
DIRECTOR OF MUNITIONS

Familiar Doors Equipped With Richards - Wilcox Door Hangers



U. S. Government Pier 7 and 8, Brest, France.

If you passed through the U. S. Concentration Camp at Brest, France, during the Great War, you may remember the long piers with enclosed warehouses, built by Uncle Sam's engineers, for loading and unloading troops, materials and supplies.

One of these is shown in the picture.

This pier is 500 feet long. The doors on both sides of the warehouse along its full length operate on R-W No. 121 Warehouse Door Hangers running in R-W No. 33 trolley track. The doorway openings are 8 feet wide. The door hanger material installed thereon is part of the thousands of door hangers furnished by Richards-Wilcox to help win the war, along with quantities of other Richards-Wilcox hardware equipment such as Door Checks, Wagon Jacks, Grindstones, "OveR-Way" Conveying Equipment and kindred hardware.

For particular information about Richards-Wilcox Door Hangers, "OveR-Way" Conveying Equipment, and other hardware, write



Warehouse Door Hanger

Richards-Wilcox



**MANUFACTURING CO.
AURORA, ILL. U.S.A.**

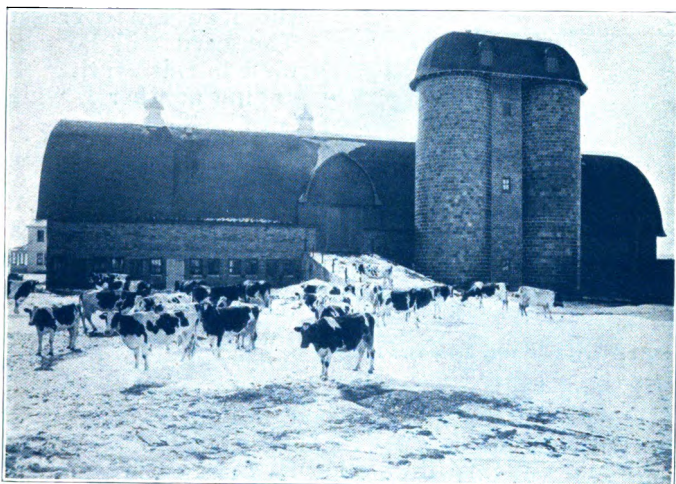


Housing the Herd



We aim high," said J. C. Marlow, in response to our query for information regarding the remarkable results which are attributed to the management of the Mankato Holstein Farm, owned by Marlow and Randall.

"We aim high, and we work out every feasible idea that comes to us for improving our herd and its condition. The prizes continually awarded our stock at the shows and the records of production maintained by the herd as individuals and as a whole, speak for the high quality of their breeding.



"But breeding is only one element of successful dairy farming. The environment and care of stock have a great deal to do with successful results. So, in addition to procuring individuals of only the highest character for our herd, we surround them with the best housing facilities which science has developed. We make it our rule to keep the entire equipment on the Mankato Holstein Farm up to the highest point of efficiency.

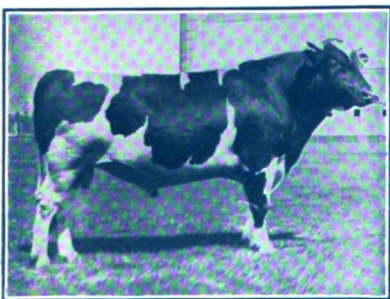
"But we go farther than that. We take special pains to look after the comforts of the boys who work with the cattle, and who are to a very great extent responsible for the success of the herd. A spirit of the greatest co-operation and good fellowship exists at all times between the boys and the owners—as a result, it is sometimes hard for a visitor at the farm to tell who is the most interested in the success of the business."

"Slidetite"
 Door Hanger



The Mankato Holstein Farm is located one and a half miles north of Mankato, in the Minnesota River Valley; is owned by J. C. Marlow and W. W. Randall. The farm comprises 330 acres of fine farming land and excellent pastures where a large herd of high-class registered Holsteins is maintained. Up-to-date and modern buildings have been under construction the past year, as shown by the accompanying photograph.

The main barn is 38' x 162', built of glazed tile, hollow block construction, as well as the two 350-ton twin silos, which are noted for their peculiar shaped Gothic roof, which resembles a soldier's helmet. An L on the south side contains the dairy room, boiler room, office and lavatory with shower bath. The sleeping quarters for the men are overhead.



Sir Pietertje Ormsby Mercedes 14th

The barn will be completed this spring by adding another L which is to be 30' x 48'.

A modern ventilating system furnishes pure air for the cattle. The cattle in the stanchions head out towards the walls and fresh air is brought in just in front of them through the tile wall.

The out-take flues are just behind the cows over the gutters; these go straight up through the roof, giving good draught at all times to draw out the foul air. By regulating the dampers in the intake and out-take flues an even temperature is maintained; the barn is kept dry and the air is practically as pure as that out of doors.

A large root cellar is built under the silage room, and a feed mixing room is just overhead the silage room, and leading off from this, overhead in the center of the barn is the granary and feed storage room. The feed is brought directly into the feed mixing room, mixed and thrown into the large metal hoppers which extend down under the floor into the silage room, where a feed truck can be run under, and by drawing a slide, the truck is filled in a few seconds, which is then carted through a door into the middle of the main barn, eliminating all unnecessary labor. A raised drive-way enables the feed to be drawn into the bins, and the hay taken into the mow by rope slings. A room 16' x 16' under the drive-way houses the electric light plant and storage batteries.

An independent 110 volt, 3 K. W. farm electric lighting plant furnishes power for operating the milkers, water system, cream separator, clippers, and other machinery, as well as furnishing

Hinge



abundance of light for all of the buildings. The switches have been installed in the most convenient sections of the barn for turning on and off the lights with a view to save as many steps as possible. Several different sections of light can be turned on in as many as three different points in the barn. It can easily be seen that this is a big saving of time in a 162' barn.

The drive-way doors at both ends of the barn are equipped with R-W "Fitstite" hangers; also R-W "Slidetite" door hangers on the large doors at the top of the incline approach. There are double doors at each end of the driveway on the lower front floor going through the main barn; the inside doors operate on R-W "Fitstite" and the outside on R-W "Slidetite" Door Hardware. Other doorway hardware includes twenty-four pairs of R-W No. 1035 Heavy Hinges and twenty R-W No. 325 Latches.

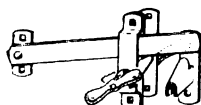
Mr. Marlow says regarding his R-W Door Hardware, "This certainly makes a very nice proposition for us and we are much pleased with your barn door equipment and can assure you that we are very well satisfied with it in every way."



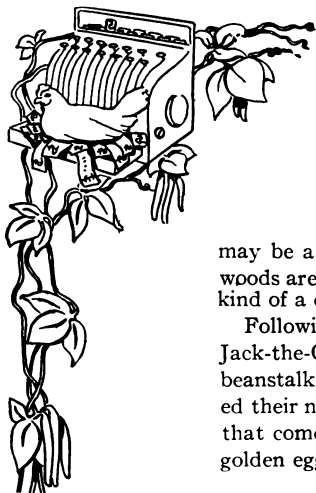
The herd at present numbers over a hundred head, and contains some of the finest individuals of the breed; is under State and Federal Supervision, being tested regularly for tuberculosos, and has always been found clean. Never a reactor in the herd.

The herd is headed by Sir Pietertje Ormsby Mercedes 14th, and King Colantha Ormsby Bess. Sir Pietertje Ormsby Mercedes 14th, is the famous 2,750 pound show ring winner, having been many times Grand Champion at the big shows. He was shown but once in 1919; this was at the Iowa State Fair where he defeated the bull that was Grand Champion at the National and at the Dairy Cattle Congress at Waterloo, in 1918, being an undefeated Grand Champion that year; also the undefeated Grand Champion at the big shows in 1919, including Waterloo and the National. The only time either met defeat was when they entered the ring with the 14th, who has at different times defeated six National Dairy Show Grand Champions.

Lack of space prevents a detailed account of the Mankato herd, but we will gladly inform anyone interested.



Door Latch



“The Hen That Laid Golden Eggs”

may be a myth—but the idea appeals, and the woods are full of people out hunting for just that kind of a chicken.

Following this line of thought, thousands of Jack-the-Garage-Builders have climbed the beanstalk of doorway convenience and feathered their nests with the down of comfort economy that comes from that modern hen that lays the golden eggs of doorway perfection.

Slidetite

Garage Door Hardware *Sells Itself*

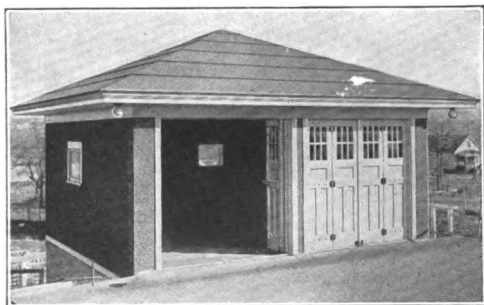


Doors cannot sag. Close water tight. Do not need locks nor holders to keep them from blowing shut. Make an attractive and convenient doorway.

If you have “Slidetite” on your garage you know that it is the last word in Garage Door Hardware. If you do not have “Slidetite” you owe it to yourself to find out about it.

You undoubtedly pass garages every day “Slidetite” equipped—ask one of the owners. They are always glad to demonstrate “Slidetite.”

Write for Descriptive Folder BF-1





Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 46,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.



LAND FOR SALE.

FOR SALE: 320 acres land, one mile from good Montana town. Would trade for hardware stock in Northeastern Washington or the Pan Handle of Idaho. Address Louis Haefner, Bainville, Mont.

NAIL BIN WANTED.

WANTED—Second-hand nail bin, five sections preferred. Must be in good condition. Write, stating price to Rucker Bros., Carrollton, Missouri.

CARBIDE FOR SALE OR TRADE.

FOR SALE OR TRADE—Will sell or trade 100 pounds of Union Carbide for anything I can use. Address W. W. Heapy, Poole, Nebraska.

BUILDERS' HARDWARE MAN.

POSITION WANTED—Builders' Hardware man, age 31, twelve years experience, seven years factory and five years wholesale. Accustomed to handling large contracts. Open for position about June first. Address M. J. W., care "DooR-Ways."

BUSINESSES FOR SALE.

FOR SALE—Hardware stock in Eastern Illinois, invoice about \$4,000. Fine farming country. Opening for implement man. Do not handle implements. Nearest competition seven miles. Good reason for selling. Do not write unless you are interested. Address R. E. Daniel, Stockland, Ill.

FOR SALE—Will sell hardware business established 38 years in a thriving community which has good schools and churches. Building and stock will invoice \$30,000—will take \$25,000. Age, reason for selling. Good opportunity. Address O'Brien Hardware Company, Hartland, Wisconsin.

FOR SALE—After conducting business for 20 years, I wish to retire. I offer my business, consisting of Hardware, Cream Separators, Milking Machines, Furniture and Undertaking supplies. Building, stock and residence will inventory about \$17,000. This is a cracker jack location, large territory, no competition. Address F. L. Vorce, Weyerhauser, Wisconsin.

FOR SALE—Have decided to sell my Tin and Furnace business because my hardware store requires all of my attention. Plumbing could be added advantageously as there is a good opening for a plumber. For definite information, address H. H. J. care "DooR-Ways."

FOR SALE—I am forced by ill health to sell my established hardware and furniture business situated in Northeast Oklahoma, in the heart of the great lead and zinc fields, in a city of 5,000, which has water works, sewer, gas, electric lights, situated on steam and electric railroads. Stock will invoice about \$12,000, but can be reduced if necessary. Sales last year \$25,000. Will sell or rent buildings. Address N. S. W., care "DooR-Ways."

320 acre improved farm for sale, located four miles from County seat of 3,500 population and 50 miles North of Oklahoma City, in wheat belt. Farm has 90 acres pasture: balance under cultivation. One-half crop goes with farm if sold soon. Address B. G. G. care "DooR-Ways."

Richards-Wilcox
A HANGER FOR ANY DOOR THAT SLIDES

Slidetite
THE LAST WORD IN DOOR HARDWARE
See Your Hardware Dealer



MONTH OF ROSES

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NEW YORK
PUBLISHED

last week

DOORWAYS

RICHARDS-
WILCOX
AURORA
TRADE
MARK



July 19 (1911)



Our Greatest Problem



VERY decrease in the price paid to farmers for foodstuffs will merely serve to hasten the day of a food shortage so acute as to endanger the safety of our Government.

In lessened food supply may be hatched the egg of revolution.

Every consumer who rejoices in reports of decrease of prices paid the farmers for grain, cotton, livestock and dairy products will soon realize that his joy will be turned to mourning. Cheap milk or bread or meats today will merely mean a smaller supply and famine prices later on.

The questions of the League of Nations, of soldiers' bounty, of Democratic or Republican supremacy are mere soap bubbles blown by children as compared with the mighty food supply question. Heavy pay to industrial workers and short hours of labor are like great magnets drawing men and women from the farms to the cities, decreasing the number of farm producers and increasing the number of food consumers.

Economic forces will eventually push foodstuffs so high that the pendulum must swing back and force people from the cities to the farms to avoid starvation, but ere the swing turns that way food scarcity and the misinformation about it may, unless we are wise, wreck our Government and our civilization.

This is the nation's problem. To its solution the people must address themselves with a full realization of its import.

—*Manufacturer's Record.*





JULY, 1920

Published once a month to spread the truth about the R-W Line

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New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis 608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland....457 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

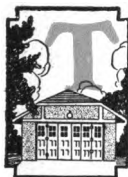
Volume 8

FRED C. WEST, Editor

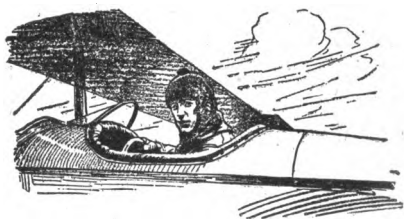
Number 7

Darius, How Do You Like Flying?

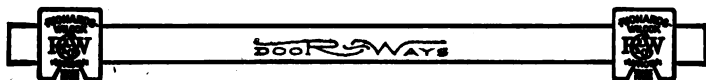
Editorial.



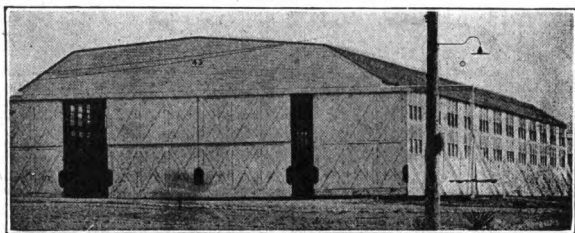
TODAY, riding in an airplane is less of a novelty to thousands of people than riding a horse. Any one who has \$15.00 may secure passage in one of these gigantic "birds" which visit our fairs and patriotic celebrations in flocks—may experience the sensations of nose diving, vertical banking, side slip, figure 8, Immelman turn, looping the loop, tail spin, barrel roll, zooming, and other antics practiced until the past few years only by feathered creatures and falling stars—and return to his landing place on terra firma as definitely and placidly as though he had taken a turn around the block for a "constitutional." And who is there in this day of soaring finances that does not have \$15.00?



A Fine Doorway Makes a Fine Building.



From the mythological Daedalus and his son Icarus who melted their wax wings by flying too near the sun and were drowned in the sea, down to the hapless Darius Green of more recent fame, men have sought unsuccessfully to fly. But in 1903 Wilbur and Orville Wright were able to say with substantial effect, "we told you so," and to back up their statement with an actual record of having flown before government officials 852 feet in 59 seconds, in a heavier-than-air machine. They persevered in the development of their invention, and in 1908, Wilbur Wright flew 144 miles in four hours, 17 minutes and 53 seconds.



United States Airplane Hangar at Kelly Aviation Field, Texas.

The great war made the airship a thing of commerce. It made the airship an important factor in the consideration of R-W production, and articulated the R-W Door Hanger with another great world enterprise.

The adaptability of standard R-W hardware for airplane hangar doorways and the ideas developed by the R-W organization in connection with the thousands of sets of door hanger equipment we furnished the government, puts us in the ring as authorities on doorway equipment for airplane hangars and emphasizes in a new aspect our preparedness to provide "A hanger for any door that slides."



It is one thing to TAKE chances and quite another thing to FIND them.—Josh Billings.

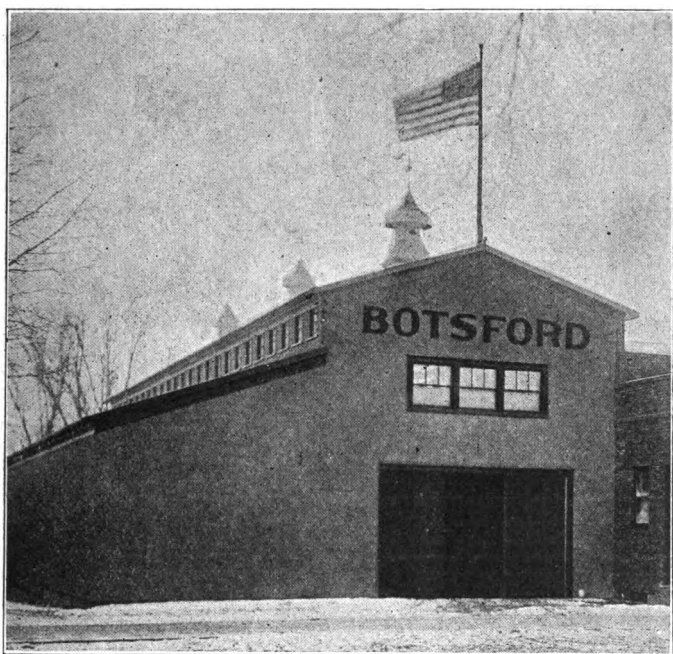


"Slidetite" Wins Another Friend



WHEN we originated the sliding-folding type of door hardware—(We *DID* originate it, along with hundreds of other improvements in sliding door hardware pioneered by the Richards-Wilcox Manufacturing Company, although manufacturers imitating our ideas have given it out that they originated them.)

They possibly have led themselves into an hallucination similar to that which entered the mind of a self-alleged Civil War veteran. This self-alleged war veteran had so often related to other persons fantastic tales of his

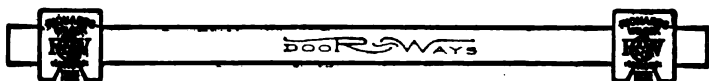


Double driveway lumber shed fitted with "Slidetite" Garage Door Hardware

personal exploits as a soldier that eventually he believed his own fabrications, and, in a burst of self-pity, applied for a pension. And it required the investigating machinery of the government pension bureau to penetrate and explode his bubble of glory with the information that he had taken no part in the Civil War.

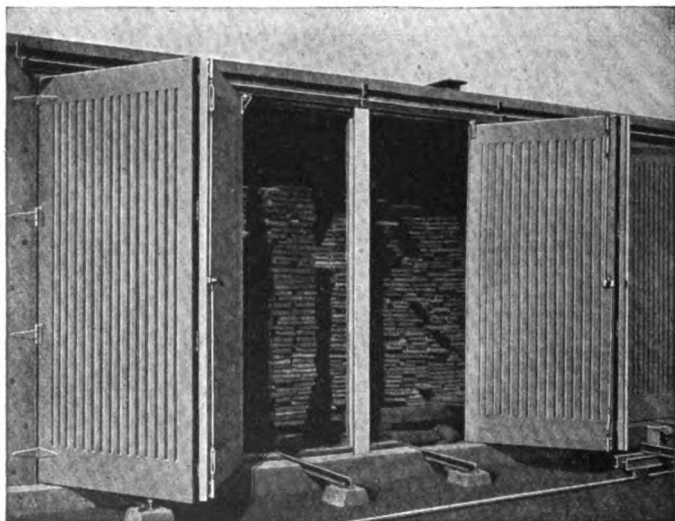
As we started to say, when we originated the sliding folding type of door hardware, which we market under

First in Beauty,
First in Convenience,
First in Architectural Beauty of Entrance—
"Slidetite" Garage Door Hardware.



the trade-name "Slidetite," we had in mind garage doorways. What is good for the garage is good for the warehouse, and "Slidetite" is being and has been found a convenient solution of a variety of types of doorways where the builder considers essential the features of tight fit, easy and positive operation, attractive appearance, convenience and economy.

The photograph on page 3, of the Botsford Lumber Company's Plainview (Minnesota) plant, shows this double driveway lumber-shed fitted with "Slidetite" garage door hardware. The opening of this door is 16' x 10' 6" and is furnished with six 2 $\frac{1}{4}$ " doors, 2' 8" wide



Dry kiln in lumber shed, the doors of which operate on 4-door R-W "Slidetite" Hardware. It will be noted that although "Slidetite" doors ordinarily operate inside the building, this installation is on the outside.

by 10' 6" high, the doors sliding to each side and folding back out of the way.

This photograph presents the first experience of the Botsford Lumber Company with the "Slidetite" style of door hardware, but not their last. Their experience is the universal verdict of those using "Slidetite" Door Hardware. It has "proven so entirely satisfactory" that they have since furnished four of their sheds with "Slidetite" equipment and "recommend it to others for this purpose." Their standardized plant plan, to be used by them in the future when building or remodeling, includes "Slidetite." This covers a lot of cases, as the Botsford Lumber Company owns at the present time twenty-six lumber yards in Minnesota and South Dakota.

"Slidetite"—the Last Word in Door Hardware.



Why I'm Buying Elsewhere

By an Ex-Customer.



TRADED at your store because I found you dependable both in what you sold me and in delivery promises.

But I've found, of late, that your clerks are always busy and that I have to wait anywhere from two to ten minutes to be waited on, and even then, your clerks are so rushed that they do not give me their undivided attention.

Now when I think of dropping into your store, the thought comes to me that I shall probably have to wait and I reluctantly go on to another shop where they haven't as good a selection as you have, but do wait on me promptly.



I reluctantly go to another shop.

A retail merchant owes it to himself to increase his staff as his business increases. Overhead expenses have to be kept down, of course, but not at the cost of sales.

Keep an ear to the ground. Make it a point to be on intimate enough terms with your regular customers to get their outsiders' viewpoint of your store, and your service. You are too close to it to see these little dissatisfactions that crop up until they're reflected in your daily business results.

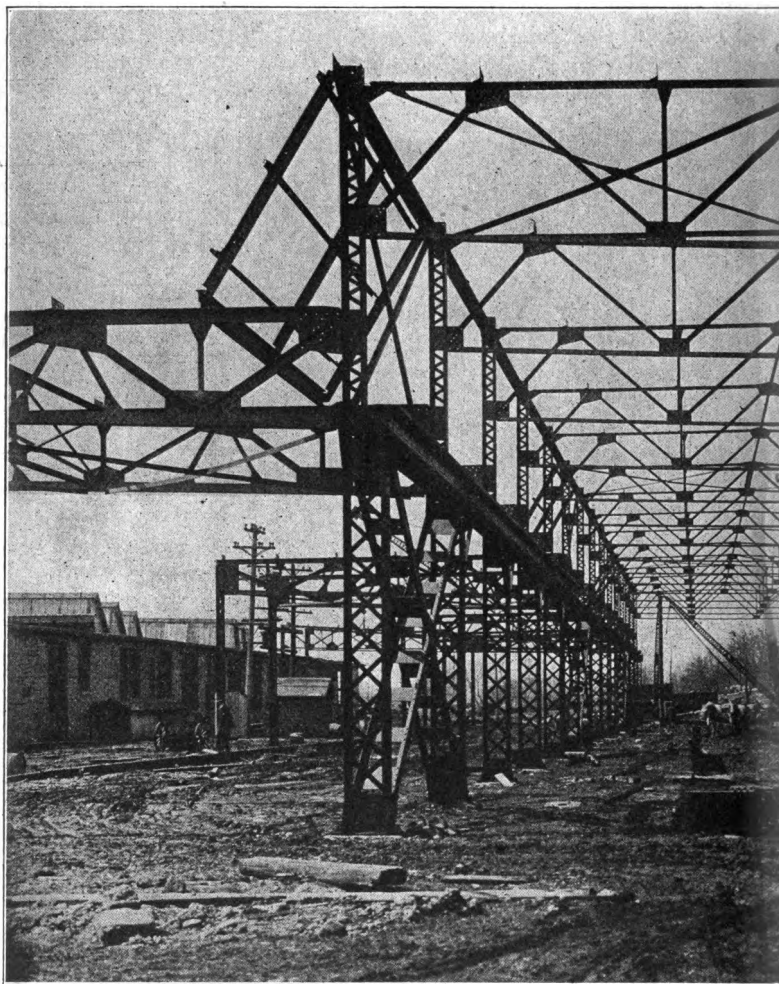
I've told you why I'm buying elsewhere, but most people won't take the trouble to volunteer that information, and you owe it to yourself to get the cooperation of some of your regular customers in helping you to see yourself as others see you.

"Air-Way"—the Right Idea in Casement Window Hardware.

A New Hive for the R-W Bees to Make "Honey" In.

By Fred C. West.

AS I gazed down the mastodonic skeleton of this expanding door hanger plant the day we took the picture,



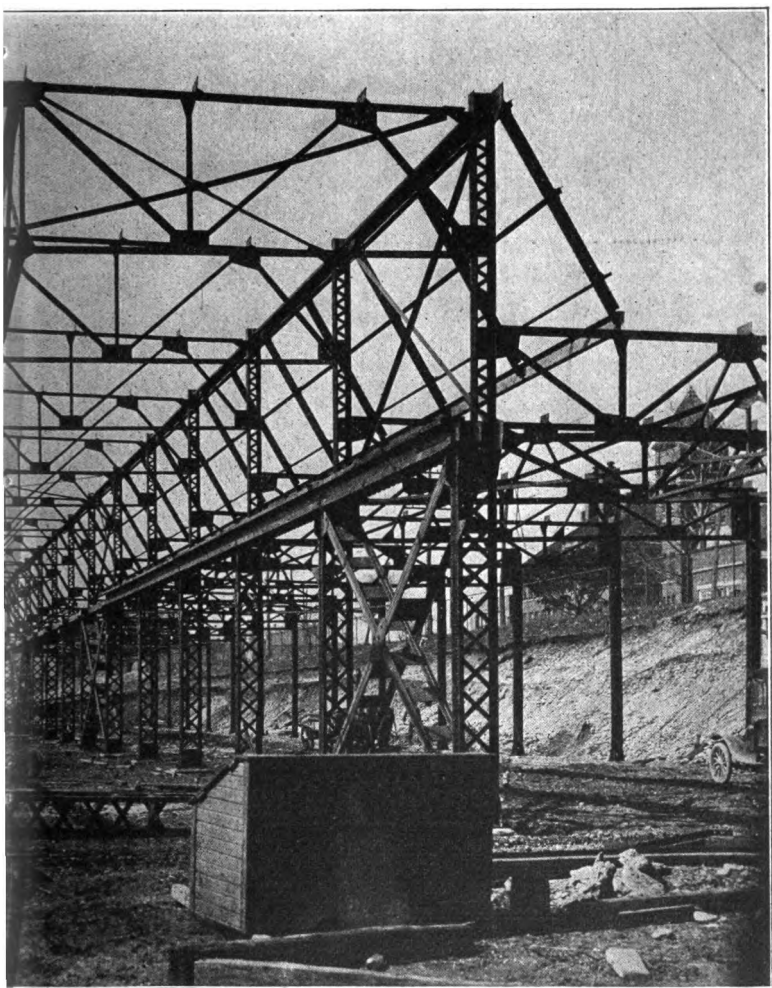
and eyed its rugged framework from the viewpoint of placing the camera so as to produce a truthful portrayal of the skeleton's size and strength, my vision reached forward to the time when these supporting columns and beams should be encased in masonry enveloping the living activities of the factory unit which shall turn out Sliding Door Hangers, Overhead Conveying Systems, Automatic Fire Door Hardware, and other hardware products for the doorways of the world's homes, garages,



warehouses, arsenals, elevators, fire walls, church partitions and similar constructions.

The steel work shown covers half the area of R-W's new addition.

In my prophetic vision I saw this structure completed. I saw it a living, throbbing instrument of utility—a bee-hive of industrial economy.



The bees were at work.

Inside they busily thronged the chambers of the great hive, each one performing his particular stint toward furnishing mankind with the "honey" of mechanical utility.

From the outside they brought in their loads of "raw material" from all over the world—by freight, by express, by parcel post, by truck—by every means of transportation.

And so they toiled to produce things of utility, convenience and economy for mankind.



Letting Your "World" Know



LBERT HUBBARD'S definition of advertising—letting the world know who you are, where you are, and what you have to offer of valuable service or commodity—sets forth rather clearly what real advertising is. But it doesn't tell you how to do it.

Here is a suggestion as to how one successful hardware company lets *its* "world" know what it has to offer of valuable service or commodity—emanating from no less prominent an organization than Bunting Hardware Company, Kansas City, Missouri.

This suggestion comes in the form of a signed letter which they sent out by first-class mail to possible prospects. The letter is self-explanatory. It reads:

"We note that you have let the contract for the erection of a garage and beg to call your attention to the enclosed circular, which illustrates briefly, absolutely the best line of hardware made for the operation of garage doors, which problem is a very important one.

"We carry the Richards-Wilcox line of garage door hardware and know we have the ideal hanger for your particular case, and at no more expense than one which will perhaps only prove a makeshift. If you will call us on the phone, Main 4895, our service is at your command without obligation on your part and it will be our pleasure to offer you practical suggestions for the correct solution of your door problem.

"Assuring you of our wish to serve you, we are,

"Very truly yours,

"BUNTING HARDWARE COMPANY."

We furnished the Bunting Hardware Company the illustrated enclosures mentioned in their letter and will gladly furnish similar enclosures to R-W merchants for a like purpose.

We will also furnish signs, booklets, folders, movie slides, newspaper electros of ready-to-use advertisements and other valuable advertising matter upon request.



The population of the earth from the latest calculations, is 2,400,000,000 human beings.—Glenwood Boy.

Act Quickly!



WHEN a customer looks into a show case, or at a counter display, it is time for the wide-awake salesman to act quickly. He should not wait for the customer to designate any article; he should follow the former's eye and without request remove from the case or rack not merely the article in which he appears to be interested but several articles of the same nature and permit the prospect not only to see them at closer range but urge him to handle or feel them if the sense of touch is likely to sharpen desire, as very frequently is the case.



"Looking into the show case" is a very human disposition, particularly when waiting for change to be made, and as it signifies at least smouldering or suddenly-awakened interest in something which the customer has not purchased or did not come to purchase, the importance of quick and spontaneous action on the part of salesmen is self-evident. It often leads to wholly unexpected sales.

—The Kodak Salesman.

"Slidetite" Spells ECONOMY in Garage Door Hardware.

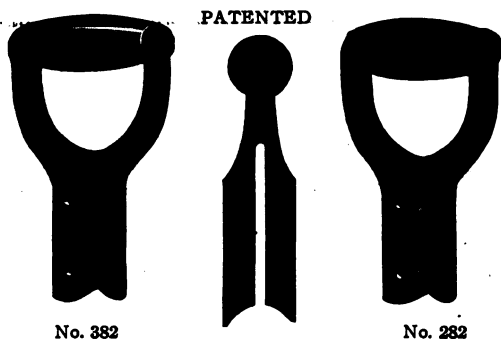


Boost Others and You Boost Yourself
applies just as truly to Malleable D's as to human B-ings.

The R-W Malleable "D" Shovel and Fork Grip

No. 282 with Wood Handle; No. 382 All Malleable

always boosts its own sale. Whoever uses it once, uses it always—



BECAUSE—

It fits, without weakening the pole by trimming.

Three-inch strap ferrule gives added strength to entire handle.

Adjustable to any size handle. Can be kept tight, though wood shrinks.

Easily removed without burning or boring.

**Hardware Merchants and Railroads who know
this Malleable "D" have bought thousands of
them regularly for years.**

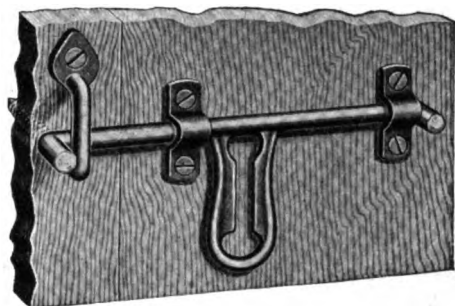
If interested, write for leaflet BD-73 giving detailed description; or see your R-W Catalog No. 16, page 291.

Stick it out. Be like the Spartan soldier who exclaimed—"If I fall I fight on my knees."



Another Self-Booster

R-W No. 128



No. 128-1, with Lag Screw Keeper

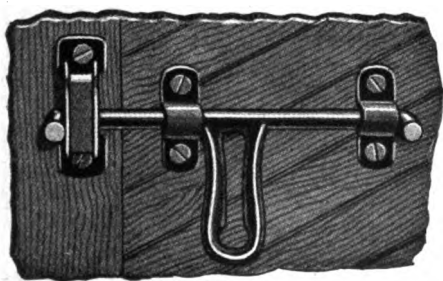
"Dandy" Door Bolt and Gravity Latch

Especially adapted for box stalls and inside doors.

*Cannot be opened
by horses or cattle.*

May be securely locked with pad lock.

Reversible for right or left hand doors.



No. 128-2, with Flat Steel Keeper

*Write for leaflet
BD-59 giving detailed
description; or see
your R-W Catalog
No. 16, page 233.*

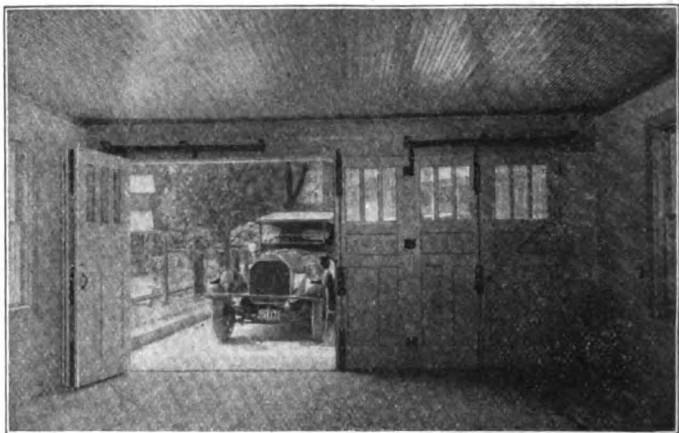


A good barn deserves Richards-Wilcox Door Hangers.



Slidetite

The Last Word in Garage Door Hardware



Simple to install, easy to operate, readily adjustable.
Doors can't sag. Stand where you open them without locks or holders. Close weather-tight. Add to the appearance of the building.

Write for Folder BF-1.



R-W New Locations

Have you noted the changed addresses of R-W Branches as given on the first page of the last three issues of "DooR-Ways"?

One of them may be in your territory. The new locations are as follows:

Chicago, 166-168 West Lake Street,
J. V. Wise, Manager.

Cleveland, 457 Hippodrome Annex,
Burt Daugherty, Manager.

Indianapolis, 608-609 Occidental Bldg.
C. E. White, Manager.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.



BUSINESSES FOR SALE.

FOR SALE: Stock of hardware, business room and dwelling house in connection. Reason for selling, to settle the estate of the late C. M. Robins, Address Ada Robins, Admx., Sabina, Ohio.

FOR SALE: Hardware and lumber yard business. Good farming country. Two railroads. Invoice buildings and stock at \$30,000; will sell for \$25,000. 89 years old is the reason for selling. Address Irwin Borger, Ladd, Ill.

FOR SALE: Hardware and implement business located in live town of about 750 people, three churches, good school, paved streets. Stock invoices \$20,000. Will also sell building, two-story brick and hollow blocks, with full basement 60 x 90. Have been in business 28 years and want to retire. Would take a good Iowa farm on same, or Southern Minnesota. Address Swedlund Brothers, Stratford, Iowa.

FOR SALE OR WILL TRADE: For land or city property, red hot hardware and implement business, including a small hotel, with all buildings and over one block of ground. A \$2,400 interest in a wholesale hardware house through which all competition is met like a duck meets water, goes with it. Located in a town where you don't have to spend a dollar for advertising and get more business than you can handle. Value about \$50,000. Reason for selling, old age and poor health. Address The Little Store, Box 69, Pingree, N. D.

FOR SALE: An established and well paying implement business having contracts with the John Deere, the Emerson-Brantingham, International Harvester Co. and other leading manufacturers, besides everything in the Modern Farm Equipment line, must be sold, in part or whole as owners have too many other official duties to perform. 7,000 inhabitants, best farming country in state. Stock inventories \$15,000 or more. Address E. R. Hayssen, Seneca Falls, N. Y.

FOR SALE: Hardware stock in Eastern Illinois, invoice about \$4,000. Fine farming country. Opening for implement man. Do not handle implements. Nearest competition seven miles. Good reason for selling. Do not write unless you are interested. Address R. E. Daniels, Stockland, Ill.

FARMS FOR SALE.

FOR SALE: 228-acre farm located in central Indiana, 160 acres in Lapeer County, Michigan. Will consider hardware or implement stock as part payment. These are good farms and you are dealing with owner. Address S. B. F., care DooR-Ways.

FOR SALE: 60-acre farm located hour's ride from Boston, Mass., 7-room house, barn, hen house, shop and carriage buildings, half-mile from electric line connecting with Lowell, Fitchburg, Leominster, and Worcester, would like to hear from party desiring to locate permanently in this vicinity. Ideal location for poultry, truck garden, etc. Good trout brook on property. Will make liberal profit sharing proposition to right party. Address Y. H. C., care DooR-Ways.

FOR SALE: 320-acre improved farm for sale, located four miles from county seat of 3,500 population and 50 miles north of Oklahoma City, in wheat belt. Farm has 90 acres pasture, balance under cultivation. One-half crop goes with farm if sold soon. Address B. G. G., care DooR-Ways.

FOR SALE: 320 acres of land, one mile from good Montana town. Would trade for hardware stock in Northeastern Washington or the Pan Handle of Idaho. Address Louis Haefner, Bainville, Mont.

PLANING MILL FOR SALE.

FOR SALE: Special order Planing Mill, specializing in store fixtures. Long established and fine business, having installed nearly one hundred stores for one Syndicate of chain stores. A very unusual opening for a capable young man. Owners retiring. Address Ireland & Rollings, Ft. Scott, Kans.

FOLDING PAPER BOX PATENT FOR SALE.

FOR SALE: A practical, double thick folding paper box, re-inforced at all corners with self material, made from one piece, any size, eliminating waste, paste and stitching. A perfect, re-usable Parcel Post Container suitable for any contents, including eggs, bottles, butter, etc. Patent is for sale at a low price for cash and royalty. Full particulars upon request. Address H. E. Wendell, Archt., Ocean City, New Jersey.

NAIL BIN WANTED.

FOR SALE: Second-hand nail bin, five section preferred. Must be in good condition. Write stating price to Rucker Brothers, Carrollton, Missouri.

CARBIDE FOR SALE OR TRADE.

FOR SALE OR TRADE: Will sell or trade 100 pounds of Union Carbide for anything I can use. Address W. W. Heapy, Poole, Neb.

BUILDERS' HARDWARE MAN.

POSITION WANTED: Builders' hardware man, age 31, twelve years' experience, seven years factory and five years wholesale. Accustomed to handling large contracts. Open for position about June 1st. Address M. J. W., care DooR-Ways.

POSITION WANTED.

THIRTY-THREE Years Experience in wholesale and retail hardware, tools and sporting goods. Twenty-five years as head of the purchasing department. Have wide acquaintance with manufacturers. Can accept position any time. Address E. A. F. Care "DooR-Ways."



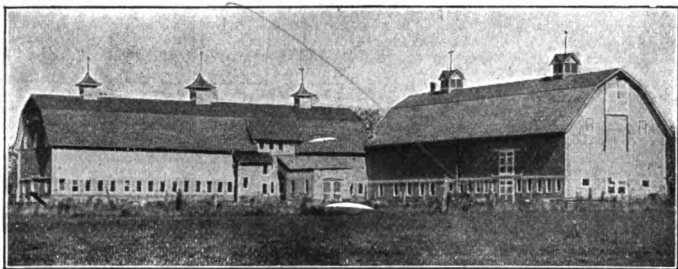
DOORWAYS



Any Old Thing Used to Do

Once upon a time the barn door was a hole in the side of the building with a door that worked nicely, perhaps *when the barn was new*. You can no doubt remember how it worked a little later, after the weather, the birds, the force of gravity and the deteriorating effect of time had borne upon the wear and tear of every day use. You can visualize that farmer in his violent effort to open or close the door—you can see the stanchioned move away from the draft that swept through the apertures at the sides of the doorway which the door failed to close.

Against this background, is reflected the barn door of today—hung on R-W Door Hangers.



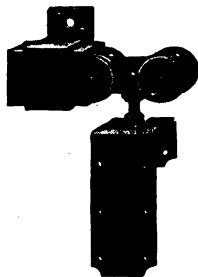
Now, when he leaves his stock for the night, with one hand the farmer rolls his door shut—yes, with one hand, because his doors hang on smooth-running, trouble-proof, weather-protected door hangers—while with the other hand he switches off the electric light that illuminates his barn, and makes for his easy chair and the metropolitan daily.

And the next time he builds a barn doorway he is going to buy his door hardware from the merchant who sold him

Richards-Wilcox Smooth Running Door Hangers

Furnished in pairs, neatly packed in metal edge fibre box, with bolts for attaching.

Write for general catalog No. BA-16, showing door hangers for any doorway.



Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO
ST. LOUIS
LOS ANGELES
PHILADELPHIA

AURORA, ILLINOIS, U.S.A.

LONDON, ONT.

BOSTON
NEW YORK
MINNEAPOLIS
SAN FRANCISCO

Guard for 1008-208



**SEPTEMBER
1920**



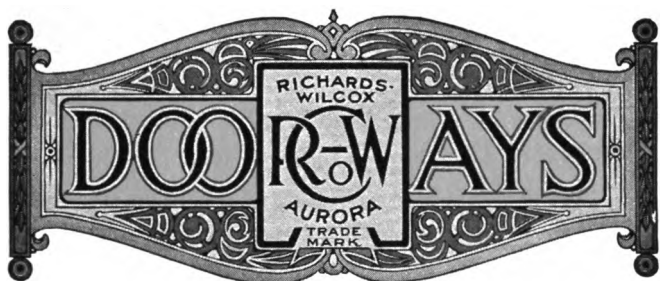
Days of "Reel" Sport

Make Good or Make Way!



— Roche in Motor World

What good will it do to produce all the commodities that the world can consume, if transportation facilities are inadequate to the task of distribution?



SEPTEMBER, 1920

Published once a month to spread the truth about the R-W Line

BRANCHES

New York City.....85 Walker Street	St. Louis...1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis 608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....457 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

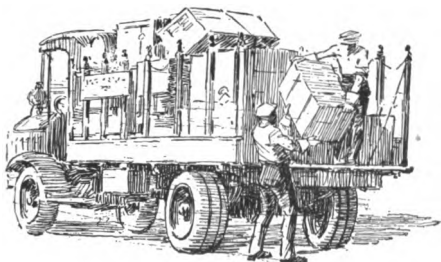
FRED C. WEST, Editor

Number 9

When the Railroads Fail to Deliver the Goods

AMONG the myriad changes precipitated into our industrial economy by the great war, none has proved a greater boon in time of dire necessity than the motor truck as a means of transportation.

The motor truck has so long been an adjunct of R-W transportation that our traffic department relies on it regularly to relieve transportation difficulties. In fact, we employ daily motor truck service between our Aurora plant and Chicago. By this means we forward hardware equipment direct to consignees in the Chicago district. Also, we use this Chicago motor truck service as a means of connecting with the freight boat service of the Great Lakes, the Interurban electric lines and the various motor truck lines running out of Chicago.





An evidence of the extent to which the motor truck enables us to effect delivery of R-W equipment is shown in the accompanying picture. These two trucks are loaded with "Over-Way" Conveying Equipment for the Sheridan Motor Car Company, Muncie, Indiana,



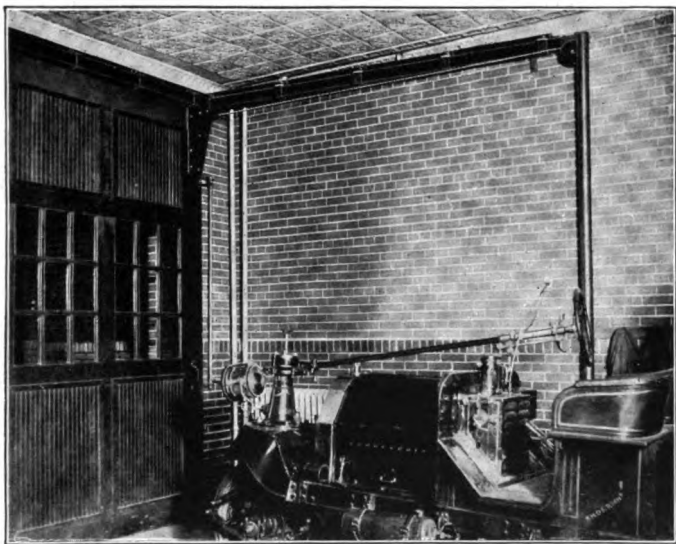
purchased through the Lilly Hardware Company of Indianapolis. The load of the large truck weighs 10,-000 pounds and the load of the smaller 5,000. These trucks left Muncie Saturday morning, July 10th. The picture shows them Monday morning at 8 o'clock in front of the R-W plant at Aurora, loaded to start on the return trip. They covered the 270 miles without mishap, reached Muncie Tuesday evening and delivered the goods to the Sheridan Motor Car Company, Wednesday morning.

Thus was effected quick delivery in first-class condition without rehandling or reloading, of an "Over-Way" system for which the consignee would have had to wait indefinitely, except for the perfection of the motor truck as a means of freight transportation.



Pueblo Fire House Lacks Space; “Slydasyde” Door Hardware Provides It

WHEN Chief Christy of the Pueblo fire department backed his big fire truck into the new engine house designed to house it, he found that the building was constructed 3 feet too short. The big engine fit so tight it was impossible to close the doors. The swinging doors would not operate in the space between the truck and the front of the building, and the proximity of the door jamb to the side wall precluded the use of the ordinary straight sliding type of door. What to do?



As is indicated by Mr. Christy's position as fire chief, he is a man who goes straight through difficult problems. He straightway presented this doorway problem to the Holmes Hardware Company of Pueblo, and when M. H. Melrose of the Richards-Wilcox door hanger institution visited Pueblo shortly thereafter, he was called on to recommend the right door equipment for the fire house.

“Install ‘SlydaSyde’ hardware,” recommended Melrose, “and your door will swing around the corner against the side wall, inside the building, without interfering with the truck.”

“The door won't clear the truck!” declared the hammer wielders.

Christy took Melrose' advice and bought the hardware from the Holmes Co. It consisted of “SlydaSyde” R-W



No. 235 door hangers and R-W No. 33 heavy trolley tracks. He had it installed. When the job was finished the doors operated with perfect success.

In fact, the equipment is so successful that a delegation from the fire board of Denver was sent to Pueblo to inspect it, after the board had heard a description of the equipment given by Mr. Christy in a talk at Denver. The Colorado Springs fire department have also inspected the doorway and the La Junta fire department, who are erecting a new building for their No. 3 engine, intend to send a committee to inspect the Pueblo doorway.

The door is automatically opened by counter weights when the latch is released by pulling a cord from the seat of the fire truck. The counter weights suspend from one end of the cable attached at the top corner of the door, as shown in the picture, and running over a pulley fastened at the side wall. The weights run up and down in a vertical pipe, also shown in the picture, and rest on packing in the bottom of the pipe when the door is in open position.



A 6" removable section of this pipe is provided at its base so that any possible difficulty in connection with the weights may be conveniently and quickly rectified by taking out the section of pipe, which is accomplished simply by unscrewing a couple of unions.

Chief Christy says, "The opening is 20' wide and is closed by two 10" 'Slyda-Syde' doors. There is no pier in the middle. You can see how close the truck is to the door. I use a $\frac{3}{8}$ " cable to pull 22 pounds of weights.

"I have a 21' opening on another station and a 12' swinging door on another, all very heavy plate glass doors.

"They are, as you see from the picture, extremely simple in operation and the doors are under no strain, swinging free from the two points.

"I will be glad to furnish you more views of these doors if you want them, but the one I am sending I think shows everything clearly—except the D-F's who told me the 'SlydaSyde' doors would not work."

Definite information regarding our "SlydaSyde" type of door hardware, including illustrations of various applications and plans showing the installation of hardware and operation of doors, also halftone cuts of the hardware itself, may be seen in our catalog of "Distinctive Garage Door Hardware" BA-22, which will be sent without obligation to anyone interested in door hardware. We will also be glad to furnish special information concerning individual doorway problems in fire houses, warehouses, garages, barns and other buildings where anyone desires to install "Slyda-Syde" and other types of Richards-Wilcox sliding door hardware.



Boosting Beats Boasting!

CAN you think of any one element of personality more essential to successful salesmanship than being a natural booster? The salesman who boosts his house boosts himself.

No customer wants to hear criticisms of a house or goods and no real salesman ever allows himself to so impose on any customer. On the other hand, what prospective customer is

not favorably influenced to take an interest in goods of a salesman who is an enthusiastic booster for his house.



W. C. Gaye is that kind of a salesman. For twenty years Mr. Gaye has been boosting R-W goods and we thoroughly believe the personal energy and vitality which enables him to "keep pace" after having passed his allotted three score and ten and travelled over 700,000 miles, is his faith in R-W goods and organization. "Faith is the substance of things hoped for, the evidence of orders not seen," says Mr. Gaye. "R-W goods are A. No. 1 and I have

faith in all we sell. Without faith it is impossible to please God or man."

When we commented on Mr. Gaye's youthful appearance and vitality in spite of his years, he replied, "the reason I look and feel young is that for the past twenty years the R-W company has been a real friend to me. And it is not a little thing for me to state, that in all that time I have been with the Richards-Wilcox Manufacturing Company, not one unkind word, mean letter, nor expression has been handed to me, but I have met with the best of fair treatment—something remarkable for a large business concern like ours.

"When I draw my last breath it will be of thankfulness that I have cast my lot with men whose word is as good as their bond—and my trade has the same feeling toward the company."

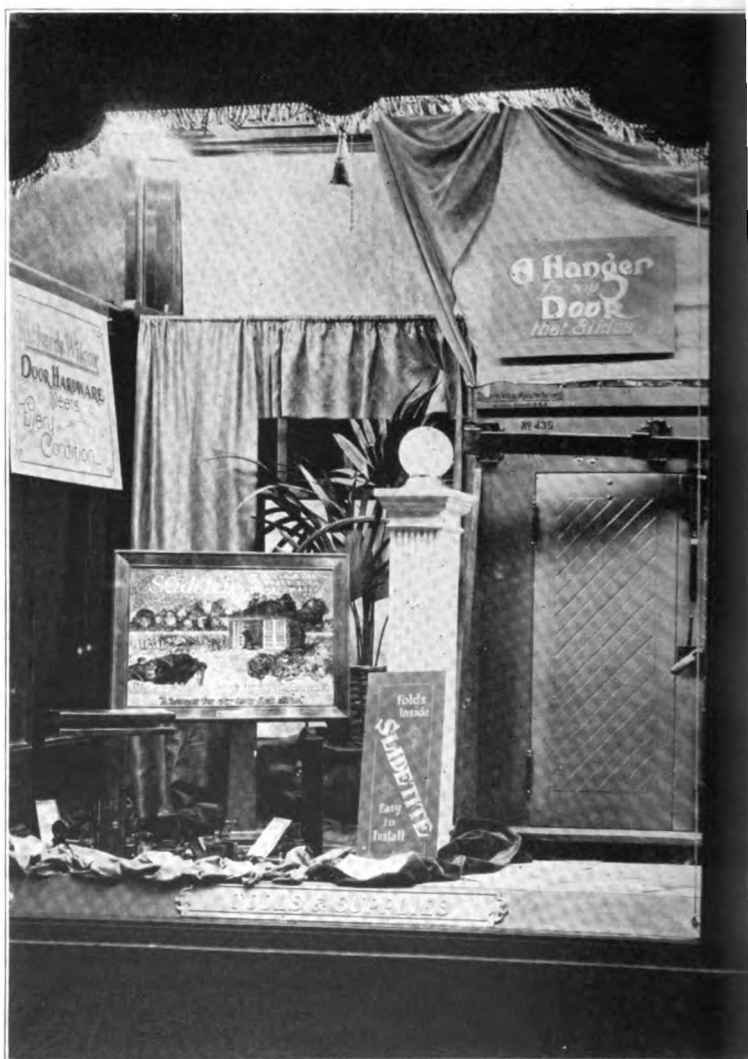




DOORWAYS



Do You Take Practical Adv



PSYCHOLOGICAL location is a vital element of retail stores success. You know that. Your ancestors have known it for years, passively perhaps. But the United Cigar Stores did something more than know the importance of location of business. They acted on that knowledge. They made the idea famous by commercially practicing it.

age of Your Display Window?



And when they have selected locations for their new stores by actually counting the prospective customers who pass by, they put into effective practice another bit of knowledge that is known to every one, but frequently neglected. They dress their windows to favorably advertise their goods.

Attractive window display is the most potent means available to the local merchant for ad-





vertising his business to the community—provided he is located where possible customers pass.

His window reflects the character of his establishment just as surely as the face of an individual reflects character. When a possible customer approaches your store, you have not only the opportunity of interesting him by an attractive window display, but you have him and the goods together in one place, so that all he has to do is to step into your store and see or buy the goods he is interested in. You have him on the spot. There are no distracting periods of time and trains of events to turn him aside before he satisfies the desire created in his mind to see or purchase what you have to offer.

From the time he approaches your window until he passes it, you have the field of his attention to yourself. Your competitor has no chance, as is frequently the case in journal advertising where numbers of your competitors vie with you to catch his attention by every artifice known to printed display. Even direct mail advertising, the advocates of which urge that it presents its message without competition, may reach the possible customer's desk with a number of other advertising pieces, everyone of which takes from his concentration on your message.

Not so with window display. You have the stage exclusively to yourself and what you do with the opportunity rests entirely with you. If your act is good your audience will be with you. If it is dull uninteresting, he is not likely to give you his attention again. Action is one of the leading elements in securing attention. The best display windows embody action, because action attracts the human eye, stimulates interest and arouses curiosity.

Not only does your display window enable you to secure the exclusive attention of your possible customer, but it repeats your message to him contin-



uously, day after day and if you change the message frequently and place a uniformly pleasing display, the effect will be irresistible. Then, if your goods and service correspond with the message of your display window and other advertising, the success of your business is practically assured.

For these reasons it pays to give particular attention to your display window and pays big. That is why Duncan & Goodell Company take great pains to have their windows always interesting and pleasing. L. D. Warde, their window dresser, is capable of securing exceptionally desirable effects as is illustrated by the display shown in the picture. In this trim Mr. Warde has embodied the elements of action, color, singleness of theme, unity of impression, completeness of the message, elegance of tone, natural balance and concentration of attention.



His theme is "Slidetite" Garage Door Hardware. No other idea obstrudes itself into the display. The large electrically operated model furnished by the Richards-Wilcox Manufacturing Company forms an effective center. Its motion arrests the attention of the passerby and at the same time demonstrates the practical use of the hardware from the garage owner's standpoint. The picture of the automobile seen through the doorway of the model gives natural atmosphere and unites with the other features of the display to impress a single theme. The two electrically operated flash signs in full color, also furnished by the Richards-Wilcox Company embody action, color, and further present the idea of the convenient utility of "Slidetite" Garage Door Hardware. The lettered cards, the small three-door model and the pieces of actual hardware present further ideas concerning the equipment, and invite the window gazer to come inside—which he will invariably do if he is at all interested in garage door hardware. If not,





he can hardly forget such a compelling display before the time when he is in need of garage door hardware.

The back-ground partition which separates the display window from the store behind, is a decidedly important feature as it sets out the display prominently, prevents other goods and activities of the store from dividing the attention, and concentrates the thought of the window gazer on one subject—and one subject is all that can be effectively presented at one time.

Another strong element of publicity in window display advertising, such as that presented by the Duncan & Goodell Company is the fact that it connects up with the national advertising done by the manufacturers of "Slidetite" equipment and tells the possible purchaser who has become interested in "Slidetite" hardware through that national advertising, where he may see or purchase the hardware itself.

If you are interested in having the use of electric display signs, models, folders, leaflets and similar matter for trimming a display window with R-W hardware, or of ready-to-use advertising plates, movie slides, street car signs, store signs, memorandum books, blotters and other matter accessory to window display campaigns, communicate with the advertising manager of the company at Aurora, Illinois.

What Our Workers Do

Nailing Boxes

PROBABLY you couldn't make 90 wooden boxes an hour if you tried ever so hard—and after making the effort to do so for an hour I guess you would want to rest for a period in order to get back your pep.

But the young man in the picture does it, and at the end of the hour he does it right over again—he says it's easy. And he doesn't use a hammer nor set a nail. Of course there's a reason.



He is an experienced box maker and he



has the sides and ends of the boxes all sawed in proper lengths, and brought to him on trucks, as shown in the picture. Instead of one nail at a time, he puts in as many as nine, and he does it with his foot in place of his hand. So you see it isn't so mysterious that he can make a lot of boxes, and make them stronger and better.

The nailing machine which he operates is one of those located in the R-W woodworking department and has a capacity of driving nine nails at one push of the foot lever. The nails are contained in a hopper



at the back and automatically move into place, assisted by gravity through the tubular feeders as needed. The box on the table of the machine is for "Slidetite" 3-door garage sets and the machine is set to drive four nails at each operation.

Forman Drout of the woodworking department states that 33 different sizes of wooden packing boxes are made on the nailing machines in his department to carry various R-W hardware, including automatic fire door sets, fence stretchers, door checks, latches, garage door hardware, warehouse door hangers—besides crates for grindstones and other goods.



The Only Complete List of Auto Measurements in Existence

compiled at considerable effort and expense, for the benefit of garage builders and designers, showing length, width and height of every auto made, incorporated in the new R-W catalog of



Beginning with the front cover, handsomely displayed in full color, this catalog is built to accommodate the convenience of the person interested in garage door hardware.

Not a garage doorway condition is left unprovided for—not a personal taste overlooked.

Here are displayed hundreds of sets of distinctive fixtures for doors which operate inside and outside of the doorway—suitable for every conceivable condition—all so lucidly and completely compiled, so simply illustrated and so plainly detailed that the reader may select unerringly the exact set for his garage, his taste and his purse.

A copy of this beautiful book will be mailed to anyone interested in garage door hardware on request.

ASK FOR CATALOG BA-22



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.



BUSINESS FOR SALE

Hardware and Implement business located in live town of about 750 people, three churches, good school, paved streets. Stock invoices \$20,000. Will sell also, building, two-story brick and hollow blocks with full basement 50x90. Have been in business 28 years and want to retire. Would take a good Iowa farm on same, or Southern Minnesota. Address: Swedlund Brothers, Stratford, Iowa.

Good stock of hardware valued at \$16,000. Will sell stock to be removed or will rent building to purchaser of stock. Located fifty miles from Philadelphia, Pa., and in the center of the richest farming community in the United States. Business is an old established one having been in same for 48 years and that is my reason for selling. Address: L. M. E., care "Door-Ways."

FOR SALE RIVER-COAL WASHERIES

Due to inability of owner to give sufficient personal attention, we will sell our two electric River-Coal Washeries near Shamokin, Pa. Capacity about 15,000 tons per day. An opportunity for a practical and energetic man or for manufacturer looking for cheap steam coal. Full details upon request. Address: Arters Coal Co., 922 Penn Street, Reading, Pa.

FARMS FOR SALE

160 acres of good grass land in Perkins County, S. D., four miles from town. All can be plowed, good well on land. Will trade for Cleveland or Velle model 34 5-passenger car. Address G. A. C., care "Door-Ways."

160 acres of wild land in Eau Claire Co., Wis., about 35 acres of meadow, running water on land, good roads, good school near and only eight miles from Railroad. Will give good terms with cash payment. Address C. A. C., care "Door-Ways."

A good 200 acre farm, 2 miles from Louisville, Neb. Good schools, churches, roads. 170 acres under plow. 16 acres in alfalfa. 80 acres orchard, pasture, and a plenty of good oak timber for posts. Will sell on easy terms and low rate of interest. Address: James Stander, owner, Louisville, Neb.

On good easy terms, 50 acre farm of sandy loam timber land second branch bottom, 8 acres now in cultivation, under good hog proof fence. 22 acres more good timber land can be cleared. 20 acres good mountain pasture land, with good timber no underbrush and can be cleared easily, enough good timber to pay for the land and clearing of same. This farm can be handled with \$800.00 cash, balance on payments, also this farm has a good two room cabin house and a small barn, and plenty of water 300 feet from the house, and 8 miles from the "City of Certainities." If interested, address: Otto Sites, North McAlester, Okla. Box 117.

FOR SALE—MISCELLANEOUS

Young lady owning a good oil lease in Hardeman County, Texas, and unable to develop same, will make party financing it a wonderful proposition. Address Miss M. L., care "Door-Ways."

"Albevanna Ponce de Leon Spring," 8 room dwelling, 200 acres of land, beautifully situated near Scottsville, Virginia, and within a short distance of Charlottesville. Spring contains wonderful healing and other therapeutic properties, now ready for development. Just the place for a Hotel-Sanitarium; or the most exquisite home for a party of wealth desiring a health location, with unusual natural conditions and exclusiveness; numerous streams and picturesque surroundings, nothing else like it to be found. Price \$50,000.00. Address, D. Wiley Anderson, Scottsville, Virginia.

Machine Shop, well equipped for doing general machine repairing, engine overhauling, cylinder boring, piston and ring making, etc. Well located in a good county seat town of 7,000 northeast Oklahoma, fine place to live, no competition with prospects of it being an oil field. Will take \$12,000.00. Reason for selling, old age. I want to retire. If interested write Post Office box 275, Vinita, Okla.

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ANNOUNCEMENT

Wm. J. Fitzsimons and Edwin S. Richards, Jr., Architects, have formed a partnership to be known as Fitzsimons & Richards. Retaining Offices in the Ordway Building, 207 Market Street, Newark, N. J.

POSITION WANTED

Thirty-three years experience in wholesale and retail hardware, tools, and sporting goods. Twenty-five years as head of purchasing department. Have wide acquaintance with manufacturers. Can accept position any time. Address: E. A. F., care "Door-Ways."

Where Garage Doorway Space is Meagre

and you want doorway equipment that will operate your doors in tight quarters, easily, conveniently, and at the same time provide a substantially handsome and permanently economical doorway for your garage, find out about



Two Car Garage Equipped with "CornR-Wise"
Door Hardware



Garage Door Hardware

A Unit of the Famous R-W Line

Operates the door, or doors, inside the building closely around the corner to an open position against the side wall.

Adjustable hangers preclude sagging, doors operate easily and CornR-Wise hardware lends itself to an architecturally attractive and permanently satisfactory garage doorway.

Equipment and doorway arrangements clearly and fully shown in handsomely illustrated catalog of "Distinctive Garage Door Hardware," also other interesting garage door equipment.

Ask for Catalog BA-22

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO

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LOS ANGELES

AURORA, ILLINOIS, U.S.A.

PHILADELPHIA

LONDON, ONT.

BOSTON

NEW YORK

MINNEAPOLIS

SAN FRANCISCO



October
1920



Bobby's Essay on Doors

MOST houses have all the doors they need and no house is complete without at least one. The 2 mane differences between a door and a gate is ferst, their opposite location, and 2nd, peeple have mutch less re-speck for a gate and would rather kick it than noçk on it. But a gate is more usefill than a door because it does everything a door can do and besides that it can be climbed over and awffen is.

One of the most imbarassing things you can do in a strange house is to wawk into a closet wen you thawt you was opening the door to the hall. One way to avoid this is to put a little chawk mark on the inside of the door when you come in, in case theres a lot of closets.

The doornob is a small but important part of a door wich people never appriciate till it comes off. Most people never notice the doornob unless it is brawt to their attention on account of having jam or sumthing on it wen they go to tern it.

Doors are grate things to give peeple privacy and would give them still more if it wasent for the keyholes.

One of the most diskusting things a door can do is to skweek wen you dont wunt enybody to notice you going out.



The easiest way to close a door would be to slam it if sumbody did-ent genrelly make you go rite back and close it rite. The only thing that makes a grown up persin madder than banging a door wen you go out of the room is not closing it at all. One of the last things children lern is to shut doors after them, on account of they would jeest as leef have them open as shut and maybe leefer.



OCTOBER, 1920

Published once a month to spread the truth about the R-W Line

BRANCHES

New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis.608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian	Co., Ltd., London, Ont.

Volume 8

FRED C. WEST, Editor

Number 10

Doctoring Wild Animals with Door Hangers



WHEN you go to the zoo and see wild animals, and they show their savage instincts by roaring and fretting, even when comfortable and unmolested, do you ever wonder how their keepers manage to handle the animals when they get sick and have reason to be ferocious? Wild animals are expensive, their cost running from around one hundred dollars for the commoner ones, to several thousand dollars for rare specimens such as the giraffe. When they become injured or indisposed, restoration to normal condition is important.

The "hospital" is an essential adjunct of every large zoo and the methods of handling savage patients must be such as will insure comparative safety to the "doctors," and relieve rather than aggravate the condition of the animals.

One of the best-equipped zoo hospitals is at Forest Park, St. Louis, where Overhead conveying equipment and sliding-door hangers have been tactfully utilized to assist in the operations of the hospital. The two accompanying pictures taken at the Forest Park zoo show how equipment of this kind makes it easy to treat wild patients.



Besides caring for sick animals, an important feature of the hospital is the thorough disinfecting of new arrivals. Every animal shipped into the zoo goes thru a process of certain care until such time as the attendants are satisfied it is perfectly well and has no skin diseases.

The animals are first placed in the cages located in the center of the hospital, one of which is shown in figure 1 of the accompanying pictures. This cage has

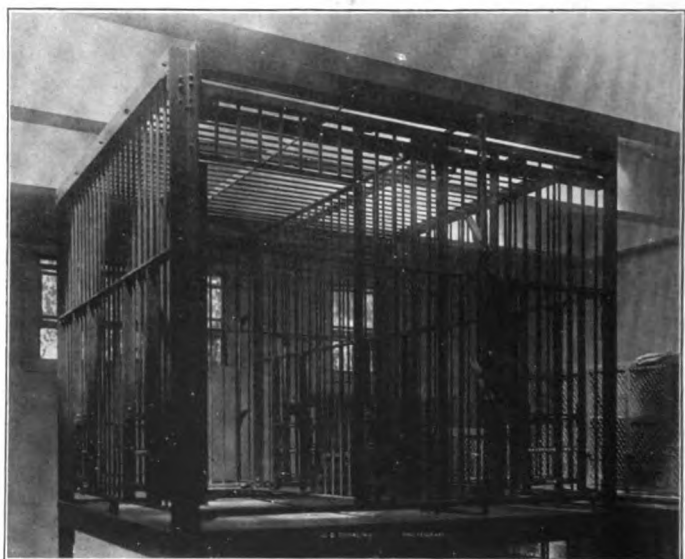


Fig. 1. Hospital Animal Cage with sliding partition hung on R-W Door Hangers.

a sliding partition hung on R-W door hangers. When the attendants have the anticeptic bath ready, they push this partition against the animal until he is close to the side of the cage. The traveling cage shown in figure 2 is then brought alongside, the doors opened, and the animal deftly forced into the cage suspended from "Over-Way" conveying equipment.

By this means he is carried to position over the anticeptic tank and "ducked." After being thoroughly dipped, the animal is brought out, allowed to dry in the suspended cage and then put back into the large

HONKING YOUR HORN DOESN'T HELP SO MUCH
AS STEERING WISELY.—B. C. FORBES

cage with the movable partition, where he is kept under inspection for a number of days to see that he has no distemper or other diseases. When it is determined that he is thoroughly clean, he is transferred into the regular exhibition cage which is to be his permanent home.

Animals which are taken sick and have to be removed to the hospital from their regular cages are

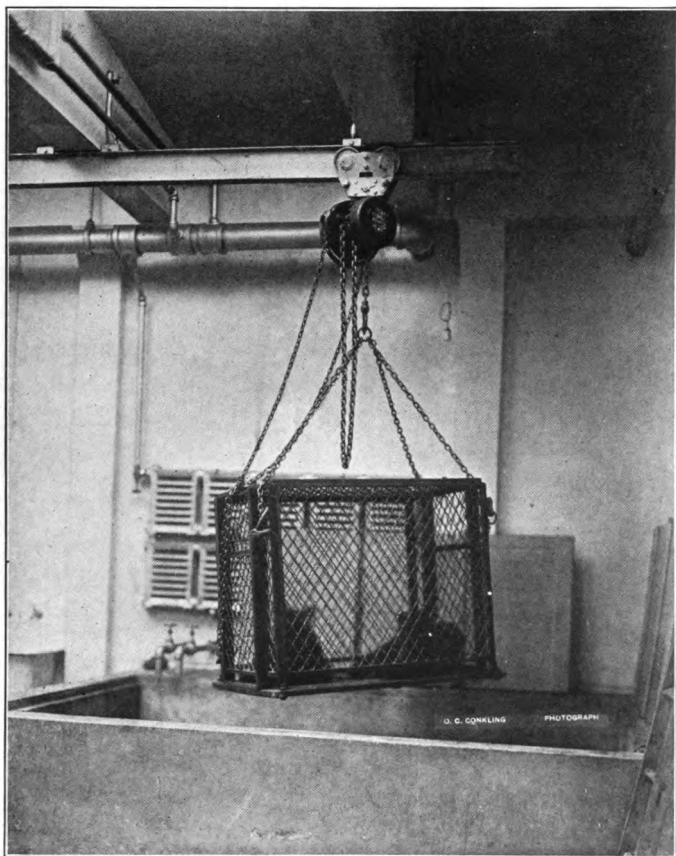


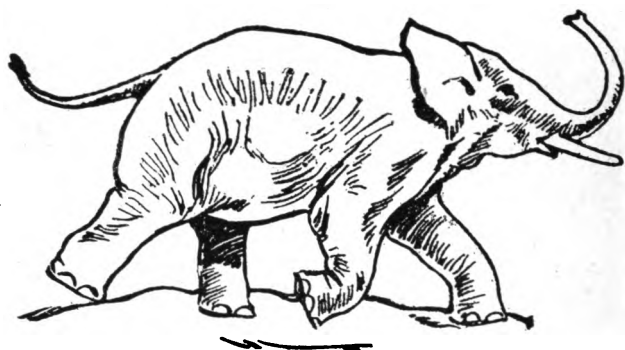
Fig. 2. Kadiak cubs in position over antiseptic tank—just before they were “ducked.”

handled in the same manner as described above. The system has proved wonderfully effective from the standpoints of convenience, safety, and quiet handling of the patients.

The bears shown in figure 2 are a couple of fine specimens of Kadiak cubs brought from Alaska recently and presented to the zoo by a party which con-

sisted of Mr. and Mrs. Edwin H. Steedman, Dr. Borden S. Veeder, and Edward Mallinckrodt, Jr., all of St. Louis.

These cubs are shown at the moment when they were about to be disinfected by dousing in the concrete tank which the picture shows below the cage in which they are located.



They were captured after their mother had been shot by Mallinckrodt. The Kadiak is a brown bear larger than the grizzly and nearly twice as large as the common black bear.

BOOSTERS ALWAYS WIN

WINNERS ALWAYS BOOST

Show Card Writing for the Beginner

How Wall Paper Can Be Effective Used In Making
Attractive Show Cards

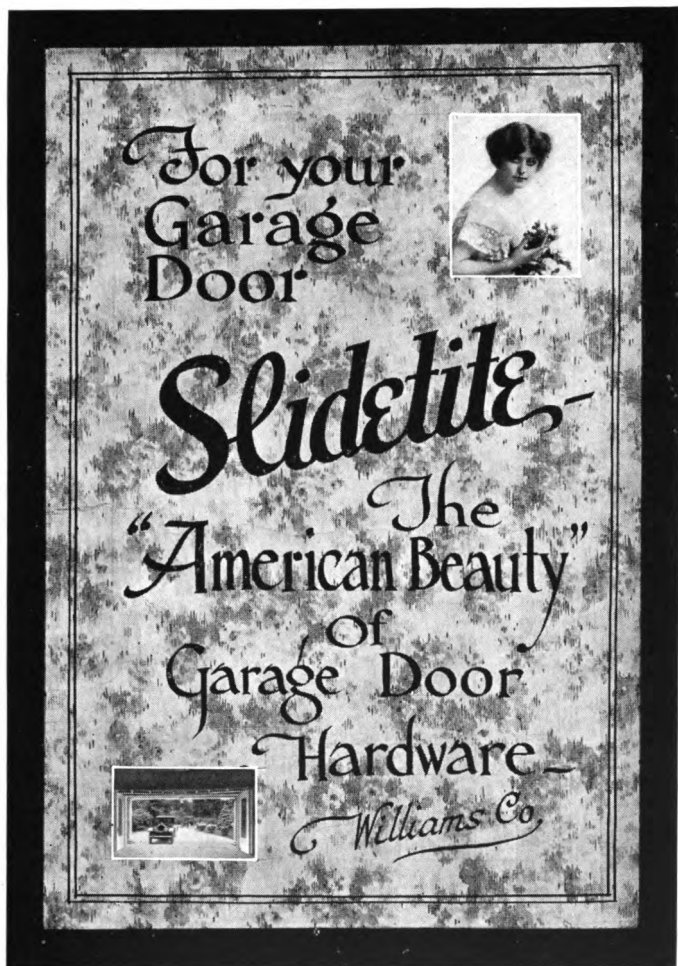
By Joseph Bertram Jowitt—In Hardware Age

HERE is another scheme to help the beginner make his show cards more artistic with very little effort which will be found much more economical than white or colored cardboard. There are many beautiful patterns to be had in plain and figured wall paper, which when pasted on old cardboard box covers or Beaver board, make an ideal surface to letter on. And if placed in a plain black picture frame will present a more finished appearance.

Old sample books of discontinued lines of wall paper are easily obtained; these are large enough to cover

a surface 14 x 22 inches. If these sample books are hard to obtain, remnants of rolls may be had from paper hangers.

The show card reproduced here was done in the following manner:



The plain black frame is half-sheet size, 14 x 22 in., and was purchased for \$1 (without glass). The writer procured a heavy cardboard box (such as a suit or overcoat would be packed in) and cut from the cover and bottom of box four pieces the exact size of the inside measurement of these frames. Then different designs of wall paper were cut and pasted on the front and back of cardboard, this gives double

Continued on Page 10

Watch Us Grow

By Fred C. West

R-W'S DANCE of dedication held Saturday night marked a new epoch in our progress. Upwards of 4,000 of Aurora's representative citizens attended. When the public read the announcements of the event in the papers, everyone who had a relative or acquaintance in the R-W organization



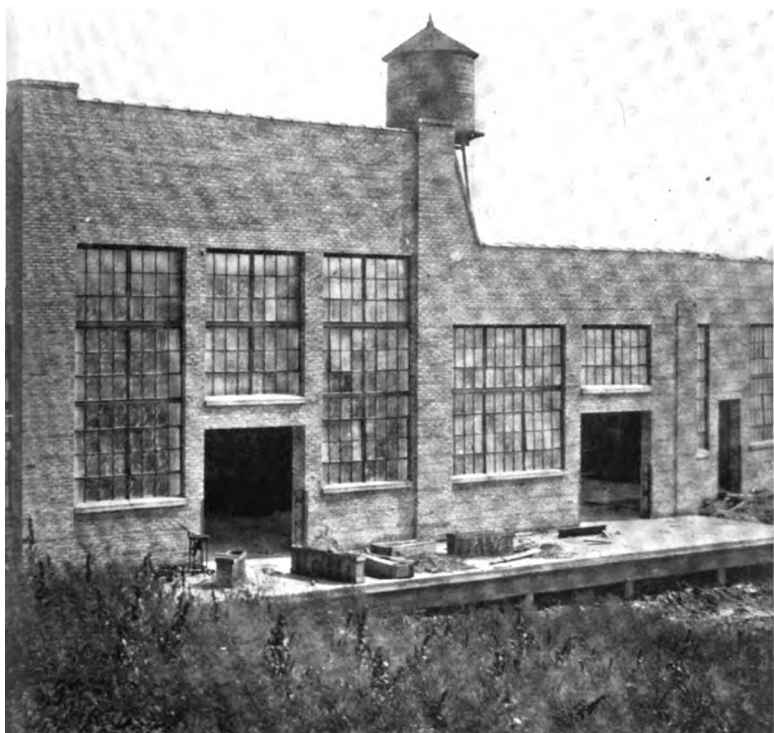
Addition to R-W's Aurora Plant, where the big dance occurred.

and could find it possible to avail himself of the occasion, sought an invitation. Invitations were distributed thru employees of the Company.

At 8:30 that evening, President Fitch, Secretary-Treasurer Jones, and Superintendent Hoffman led off the grand march which opened the program. Majestically as a court ceremony the procession of R-W officials, employees and citizens of Aurora, moved down the length of the great building forming a perfect

rythm of silent motion to the accompanying strains of Benson's big brass band, located in a decorated stand in the center of the floor.

The sight was impressive. The huge expanse of the building, the strains of music, the electric illumination which made every part as light as day, the throng of silent onlookers along the side walls, the ever-moving, ever-changing, perfectly co-ordinated progress of the procession, its unfaltering progress, its dignified demeanor, created in me, as I watched, a re-



heavy steel supporting members and expansive window area.

flected impression of the sure progress and magnificent power represented by the R-W organization.

And I imagined back over the years to the time when this spectacle was a dream. These same men who led this grand march, Fitch, Jones, Hoffman, and others, must have looked back that night also—back in memory to the days when R-W service was an infant vision in the mind of their leader, back to ^{the} first building at the foot of Third Street, back



little office where the Richards Manufacturing Company made its insignificant beginning with a handful of employees.

And if a glow of satisfaction expanded their bosoms and lightened the remembrance of difficulties past and present, its presence was gloriously justified by the magnificent achievement reflected by this occasion.

Then the grand march terminated, the band struck up a fox trot and the dance was on. Four thousand pairs of eager feet responded to the invitation of 40,000 square feet of smooth floor space and the measured strains of band music. Three thousand joyful



The First Building at the foot of Third Street—1904.

individuals of all ages tripped the syncopated measures of one-steps, tickle toes, fox trots, two-steps and waltzes.

From the south wall of the building a great electric flash sign reflected the R-W trade mark. On the floor, the President and other officials of the Company moved about greeting employees and guests in their fine democratic cordiality which is a fundamental characteristic of R-W officials and a ruling element in the high reputation of R-W products.

At midnight when the last notes of "Home, Sweet Home" had dwindled to pleasant memory among the distant trees, when the chugging of limosines and taxi cabs, the clanging of street cars and the babble of voices had died away, the care taker switched off the lights and darkness enveloped the erstwhile ball room which had witnessed the hugest dancing occasion in the history of Aurora and in the history of R-W.

Tomorrow would begin the equipment of the building for practical work. A traveling-crane will be installed to operate beneath the monitor the full length of the building, which is 360 feet. In both of the side wings are to be installed systems of "Over-Way" con-

veying equipment to take care of the work of the various departments which will be located in the building. These departments will be moved from the present factory so as to give them required space for efficient operation. Other departments which will remain in the present factory will occupy additional space there, which will give them better efficiency and greater capacity.

Two features of the new building, which is the latest form of factory construction, are: its lighting facilities which give perfect day light in all parts of the building, practically the entire sides being composed of glass; and its equipment to be installed for the quick and efficient handling of heavy loads by Overhead cranes and monorail systems. At the south end of the building there is provided a big loading platform and a spur from the Burlington track is being run along this side of the building to give convenient shipping facilities.



We plan to place in this new addition those departments which handle particularly heavy work such as Overhead conveying equipment, Automatic Fire Door Hardware and Fire Doors, Lift Door Hardware, Warehouse Door Hangers and other production units of a similar nature. The heavy steel beams and columns of the frame work are capable of supporting tremendous loads.

An L-E-G

Now ON loved sweet MLE,
And quite B9 was Fate,
B4 he did with NRG
SA 2 AV8.

He flew with EZ XTC,
Not NE did XL.
A B caused him 1 day, ah, me!
2 DV8. He fell!

They gave 2 ON ODV
And XS OP8.
His brow grew IC, 4, U C,
Y then it was 2 late.

"O, ON," MLE did say,
"No more an NTT,
I NV even grim DK,
Your MT FEG."

Louis B. Capron.



Show Card Writing for the Beginner

Continued from Page 5

service, as the card may be used in frame by turning it around and lettering the back. It is important to paste the back, otherwise it will warp and bulge out of the frame.

How to Use Wall Paper

Some may think this a mussy and difficult task to perform, but it will be found simple and interesting. In pasting do not use too small a brush as it is important to work quickly so the paste will not dry in spots; use any kind of flour, starch or library paste, but do not use mucilage. As soon as paper is ready to paste on card place another piece of card over all and press firmly down using the clinched fist making a rotary motion, this will smooth out all creases and air bubbles. If not needed in a hurry it is a good plan to let it dry under a heavy weight for half-hour before starting to letter.

Of course the color scheme of the lettering and wall paper is lost in reproducing the card. The background used for the card "Slidetite, the American beauty of garage door hardware," was a remnant of artistic bedroom paper with roses and a silver stripe effect, which carries out the "American Beauty" idea; the lettering blends well, done in almost any soft color on a beautiful background like this. You will find it most effective.

It is not necessary that the cards should be under glass; in fact, they are much more effective without the glass. A black or dark colored wood frame enhances the appearance of the card and also keeps the edges and corners from being broken.

Can Use the Card Several Times

Do the pasting on the card instead of on the back of the wall paper, as it will stick just as well and is more easily handled. The same card may be used many times over; after it becomes too bulky to frame the old paper may be removed by wetting both sides of card and removing a little at a time.



If a piece of compo or beaver board is used instead of thin cardboard, it will not be necessary to paste the back, as this composition will not warp sufficiently to be noticed.

There are many plain patterns in wall paper of soft tints and white. A good combination for a show card for bath room fixtures would be to do the lettering in black on a blue and white tile bath room paper.

For a window of preserving utensils and fruit jars, wall paper with figures of fruit or grapes would be a very appropriate background for a show card.

For children's toys, the "Kate Greenaway" wall papers and other papers of different animals which are outlined in faint tints all over the paper. This is very effective for toy show cards. The beginner will find wall paper a perfect surface to practice on; it absorbs the ink and the brush does not slip like it sometimes will on the highly glazed surface of white cardboard.

For the benefit of those who do not know how to make a smooth paste the following formula will be found simple and satisfactory:

The Paste Recipe

To make one-half pint of paste, take one-half cup of starch, and one-fourth cup of flour, pour in enough cold water to dissolve into a thick paste. Now pour in half cup of boiling water, and stir until the composition is of equal consistency. To keep indefinitely, place in air-tight container and add a few drops of oil of sassafras or wintergreen. A stiff bristle brush or sash tool kept in a jar of water will be the best and handiest tool for applying the paste.

The beginner should be careful in laying out and drawing lines for lettering on wall paper, as pencil marks are sometimes hard to erase without defacing the pattern. A very hard lead pencil or piece of white crayon is the best to use.

In these days of continual advancing prices economy in show cards will make a material difference in expenses. By the wall paper idea not only will money be saved but a very artistic and impressive card is the result. The frames can also be used for a long time.

Watch Your Rep!



Nothing brings a hardware merchant—or any other merchant—so much business as his reputation.

A reputation for good goods and courteous service brings repeat orders—and repeat orders make volume.

Richards-Wilcox Sliding Door Hangers

Build good will for you because they please your patrons; they embody sincerity and service.

Wherever you sell one set of R-W hangers in a community. Other installations invariably follow.

If you build your door hanger business on the R-W trade mark you are sure.



*Write for R-W General Catalog
BA-16*



Richards-Wilcox Mfg. Co.
A Hanger for any Door that Slides
AURORA, ILLINOIS, U.S.A.



Free Want Ad Service



This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

BUSINESS OPPORTUNITY

We wish to get in touch with a live wire hardware man to open a store near Reading, Pa., on main State Highway between Reading and Philadelphia. This location is particularly suitable for a complete line of hardware and household articles together with a full line of automobile accessories. An automobile repair shop could be well run in conjunction. This is a real opportunity for a live wire who has the necessary capital or credit to give it immediate attention. Address replies to: The Penn Realty Co., 922 Penn St., Reading, Pennsylvania.

BUSINESS FOR SALE

Good stock of hardware valued at \$16,000. Will sell stock to be removed or will rent building to purchaser of stock. Located fifty miles from Philadelphia, Pa., and in the center of the richest farming community in the United States. Business is an old established one having been in same for 48 years and that is my reason for selling. Address: L. M. E., care "Door-Ways."

Small lumber yard and coal business in one of the best little towns in Southern Ohio. Business has been established 33 years. Present owners have made fortune from it. Will sell at invoice, on account of death of one member and ill health of another. Address, XYZ care "Door-Ways".

FARMS FOR SALE

120 acres three miles from Madison, Ind. three miles from Hanover College. Stock fenced into 8 fields 13 acres tiled. Improvements: six room house, large barn, tool house, granaries, a shop, tractor house, wood and poultry house, two silos, windmill, water piped to residence and barn and all electrical lighted. All built since 1908. 90 acres in cultivation, balance pasture and timber. Can give possession this coming fall. Price \$20,000.00. Address, W. H. Miller, Madison, Ind.

160 acres of good grass land in Perkins County, S. D., four miles from town. All can be plowed, good well on land. Will trade for Cleveland or Velle model 34 5-passenger car. Address G. A. C., care "Door-Ways."

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FOR SALE—MISCELLANEOUS

One twenty light model "C" F. P. Gasoline lighting machine in first class shape. Price \$20.00. If interested, address F. E. Thomas, Linden, Indiana.

For sale, about one acre of land with 450 ft. frontage on N. Y. C. R. R. main line. Suitable for factory or builders supply yard. Located in Elyria, county seat of Lorain Co., 25 miles from Cleveland. This is the only site available on the east side within the city limits. Has all city improvements. Elyria is well known as a manufacturing city, as well as one of the beauty spots in Northern Ohio. Price right for cash. If interested, address N. C. Sorenson, 311 Lake Ave., Elyria, Ohio.

Machine Shop, well equipped for doing general machine repairing, engine overhauling, cylinder boring, piston and ring making, etc. Well located in a good county seat town of 7,000 northeast Oklahoma, fine place to live, no competition with prospects of it being an oil field. Will take \$12,000.00. Reason for selling, old age. I want to retire. If interested write Post Office box 275, Vinita, Okla.

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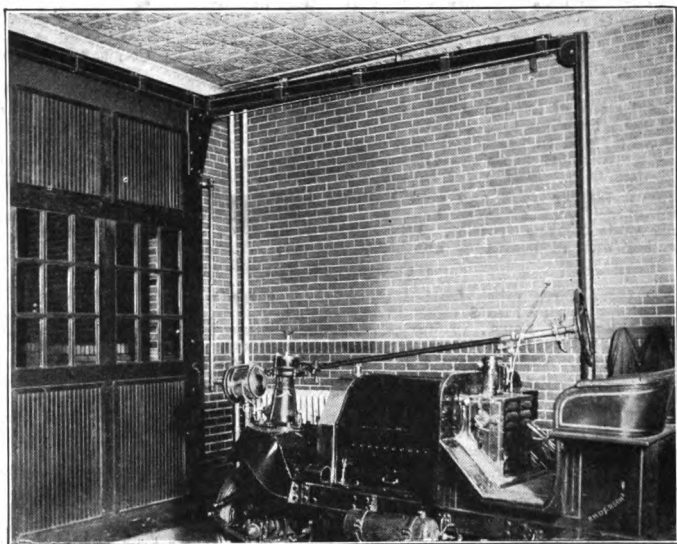
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Where Doors Have to Operate Quickly, Smoothly and In Close Quarters

SlydaSyde



Right Angle Door Hardware Suits the Requirements

Doorway of Pueblo Fire Engine House shown above is equipped with "SlydaSyde" door hardware which was recommended and installed because the engine house did not provide sufficient space for operating ordinary doors. Adjustable hangers support doors against sagging. Easy and instantaneous operation is a necessity here. This doorway is 20 feet wide and is furnished with two doors, one of which is shown in picture.

R-W Catalog BA-22, thoroughly describes and illustrates "SlydaSyde" and other types of sliding door hardware for garage, warehouse and similar doorways.

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO
ST. LOUIS
LOS ANGELES
PHILADELPHIA

AURORA, ILLINOIS, U.S.A.

LONDON, ONT.

BOSTON
NEW YORK
MINNEAPOLIS
SAN FRANCISCO

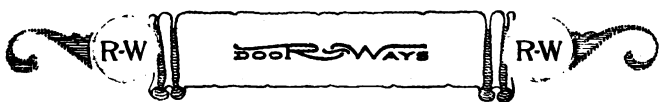


Thanksgiving Number 1920

December



FAT OF THE LAND



Bobby's Essay On Thanksgiving

THANKS-GIVEN is the funeral ceremony of an unforchunet bird kalled turkey. Thowsends of turkeys is razed evri yeer to be a sacrifice on the alter of gratitude. No thanks-given servis is complete without at leest one.

The reason why turkeys is the national thanks-given bird is bekaws there principal form of expression is gobble, gobble. The differents between the turkey gobbler and the thanks-given gobbler is, when the turkey gobbles he expands his tail, and when the thanks-giver gobbles he expands his waste.

The ideea of thanks-given wuz brot to this country from Urope in Oktober bi the puretons on a boat kalled the Mayflour.

The puretons didnt have thanks-given selebrashuns evri yeer. Some yeers there krops failed. When the krops wuz good they had thanks-given on akount of being relieved from worrying about lack of food. Now-days there is plenty of food all the time, so there is nothen too be thankfull for.

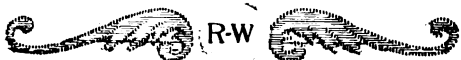
The principal kwestion taken up at a thanks-given servis is, do you prefer dark meet or white meet? Some people would just as leef have white as dark and maybe leefier.

One of the moast imbarrasing things at a thanks-given ceremony is for the korps to fly from the operaten table into sum ladees lap. One way to avoid this is to put fly paper on the table before layen out the turkey.

A good way to close the thanks-given ceremony would be for the morners to stand up and sing the following him:



The Turk be prased
My stumak is rased
Just above the table
And I'll be jammed
If I'm not krammed
As full as I am able.





NOVEMBER AND DECEMBER, 1920

Published once a month to spread the truth about the R-W Line

BRANCHES

New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis.608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 8

FRED C. WEST, Editor

Number 11-12

Satisfaction—The Salubrious Sensation!

WHEN you were a child, did you ever long for something wistfully—and long—and long? A jack knife, perhaps, or a bicycle? And your mind was set on having that bicycle.

And you got hold of an old velocipede. And you took the back axle off the frame and improvised one of the wheels between the back forks so that you had a two-wheeled vehicle that required the dextrous manipulation to maintain equilibrium which your ambition sought.

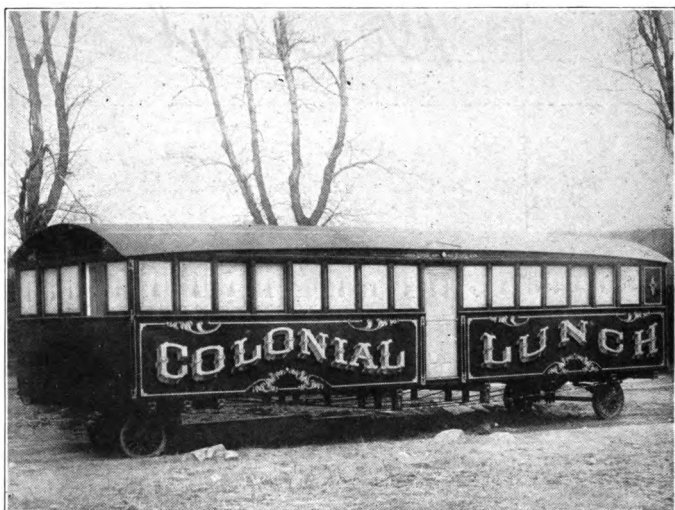
And you were temporarily satisfied and prideful in your realization of specific achievement. And you attributed the jeers of your playmates to green-eyed jealousy, until you sensed expressions of amused criticism in the countenances of your elders. And you became disheartened. And you threw the thing in





the woodshed. And you kicked it. And you despised it. And you didn't ride it. And you didn't know that your secret chagrin was suspected by any sympathetic person who had himself experienced the humiliation of unrequited ambition.

And you forgot about your birthday. But it came. And when you woke up in the morning you stretched, and turned over, and you opened your eyes. And you



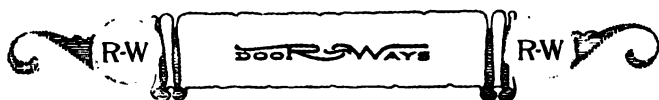
Sanitary Lunch Car, 14 x 40. Accommodates 40 Patrons at once.

opened them wider. And you sat up. And you bounded out of bed. And you shouted with gladness. For there at the foot of your bed stood the most wonderful bicycle any boy ever laid longing eyes on.

It was all shiny enameled, with gold name-plate and nickle-plated handle bars. It had a coaster brake, and non-skid tires and cushion seat, and you experienced unqualified satisfaction. And joy reigned unrestrained!

What we started to say was that Jerry O'Mahony, Inc., who makes finely appointed lunch wagons at Bayonne, N. J.—But let him say it himself. He says it much more effectively than we can.





September 17, 1920.

Richards-Wilcox Mfg. Co.,
Aurora, Illinois.

70 Boulevard,
Bayonne, N. J.

Gentlemen:—

“We believe that when one has been greatly benefited by something in life, it is their duty to proclaim the advantage of that something to the world, so that their fellow man may be benefited.



Interior of Lunch Car. Note Doorways at side and at end of car.

“We have been manufacturers of high grade lunch wagons for years, and had no end of annoyance and expense while using various makes of sliding door roller fittings, through these fittings getting out of order.

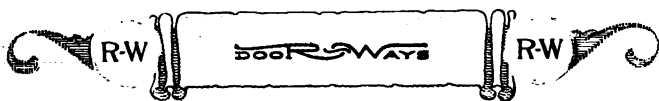
“Since it has been our good fortune to place your door hangers in our wagons, this trouble, expense, and loss of time has been eliminated.

“In our wagon doors your Sliding Door Hangers have received a rigid test, and we find them noiseless, evenly balanced and never out of order, just the thing for any door that slides.

“Yours very truly,

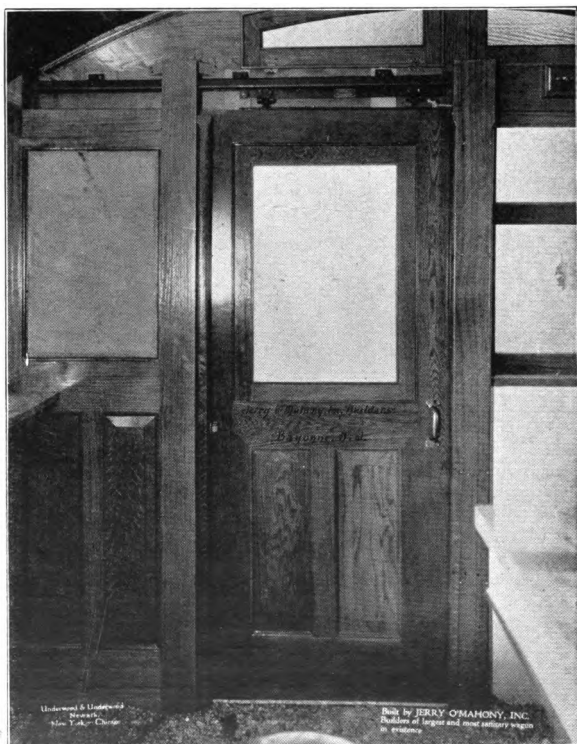
“Jerry O'Mahony, Inc.”





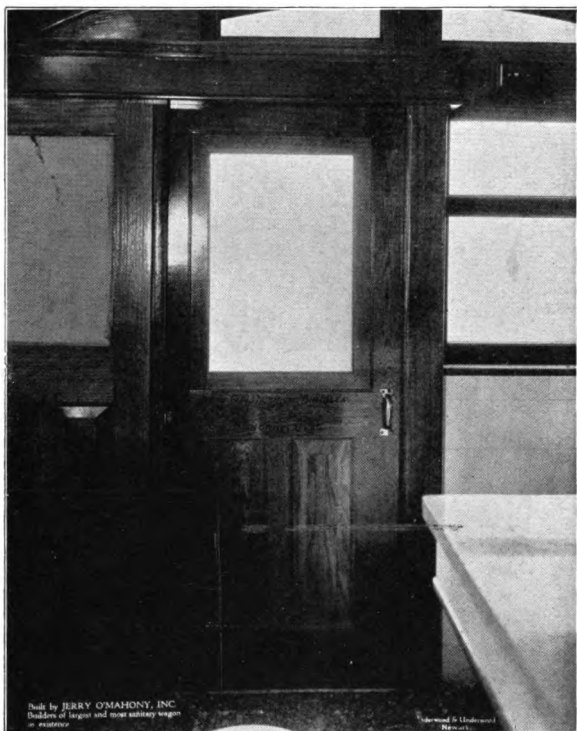
The elegance of Mr. O'Mahony's lunch cars is shown in the accompanying illustrations and the door hangers he mentions are our "Ideal" Elevator Door Fixtures, ordinarily installed on elevators of banks, hotels, apartments, fine office buildings and similar structures where it is desired to achieve a particularly classy combination of effects.

The "Ideal" hanger unit shown on page 4 embodies, because of its scientific construction, a maximum of perfect principals which insure smooth and positive operation. Dust and grit cannot get into the bearings. The track is a rectangular tube made of very heavy gauge steel drawn to form two parallel runways inside the track for steel balls upon which the hanger rolls.



Picture of lunch-car doorway with casing removed to show installation of R-W "Ideal" door hanger.





Lunch-car doorway same as shown on opposite page except that door casing is in finished position.

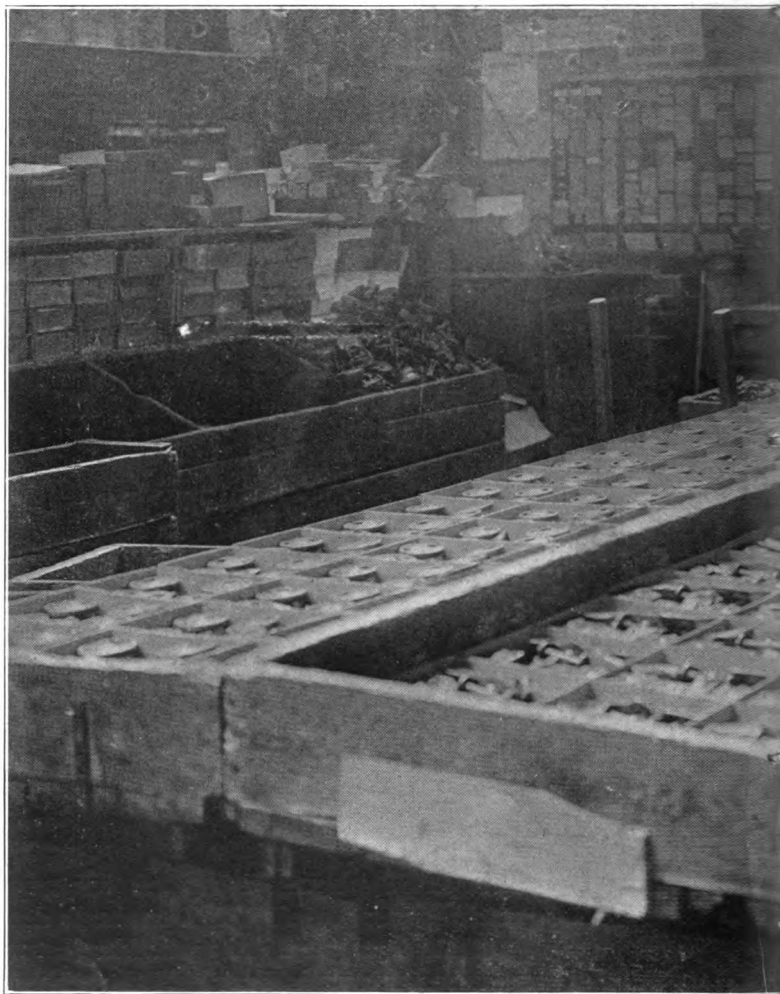
Mr. O'Mahony's experience with "Ideal" Elevator Door Hardware is the universal experience of thousands of building owners, contractors and architects who have installed "Ideal" equipment for elevators in all kinds of buildings, and is another evidence of the reason for R-W's reputation as the world's leading door hanger institution.

The particular lunch wagon illustrated measures 14 x 40 and has a seating capacity of 40 seats. It does a business of \$60,000.00 a year. A profitable feature of a lunch wagon restaurant is that half the amount of help can take care of twice the amount of business. Mr. O'Mahony states that ninety per cent of his wagons are sold on the installment plan and he has never had to take a wagon back.

What Our Workers Do

Packing Door-Hangers

IN THIS corner of R-W's packing room, we see a couple of foreman Stallman's young men at work packing door hanger sets into the goldenrod boxes by which you identify R-W hardware in your dealer's store.



The hangers they are packing in the picture are R-W No. 821 and R-W No. 291½-B. No. 821 allows 125 boxes on each bench at a time; No. 291½-B, 100 boxes at a time; No. 20 hangers, 125 boxes at a time. They are able to pack 50 boxes of 821's an hour and

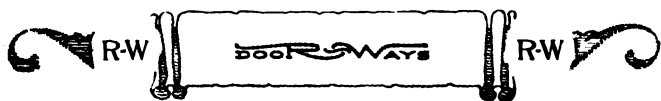
60 of the 29½-B, the 29½-B being packed more speedily because the larger hanger and larger box give more room for accessory pieces in each box and for that reason do not require the nicety of motion demanded to pack the 821.

The boys lay out approximately 125 open boxes on each bench at one time. The number of boxes laid out varies according to the size of the box, but 125 is the



usual number of boxes for most of the hangers.

Parts are then brought in truckloads and distributed one part at a time into each box. When the last part is put in and direction sheet inserted, the boys cover the boxes and put them in stock.



Help the Customer Increase Your Sales —He Will Appreciate It

Copyright by S. Roland Hall

I REMEMBER," says an earnest salesman, "an occasion when I was selling baby blankets. The young mother remarked that her baby slept out on a sleeping porch. Immediately my mind searched for the needs she or the baby might have in this connection. I suggested that she might like to see some little outdoor sleeping robes that we had just received. She

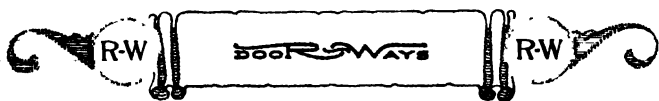


was interested and finally bought two. Then I suggested heavy woolen stockings, made especially for outdoor wear. She bought two pairs. When she left, instead of my thanking her, she turned gratefully and said: "Thank you very much for your interest. You have been so helpful to me'."

A friend of mine about ready to leave town for a vacation in Florida went to a prominent shoe store in New York. Sometimes, you know, we hear it said that in these big buying centers the customer gets less than the usual consideration from salespeople. But just wait! My friend remarked that he was about to take his vacation and he wanted a pair of shoes for use on this trip.

"May I ask whether you are going North or South," asked the salesman pleasantly. Immediately the information was forthcoming that my friend expected





to spend most of his holiday tramping around on the sands of Florida.

"I see," said the salesman, "well, now, you don't want a heavy tramping shoe down there. You want something cool and light and I believe we have the very thing for you. And off he went to get it. What's more, he had it and he sold it. He talked of fishing, tramping, golf, etc., and showed other shoes. You can come close to guessing the rest. My friend saw another pair of shoes that he wanted and bought the second pair. He couldn't resist the inclination, as he went out, to compliment the shoe man on his interest in the customer's needs. "It's good business," said my friend.

"It is that," replied the salesman, "but it is more than that. I enjoy meeting people, finding out just what they need and then seeing how well I can fix them up."

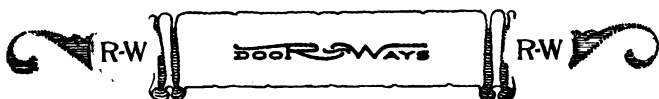
One more instance: In a suit section of a large store I recently watched a saleswoman sell a suit to a relative of mine. From the first word of greeting to the "Goodbys" that saleswoman seemed as interested and as zealous to give satisfaction as if the customer in the case had been her own relative. Several times when a suit that looked fairly well was tried on, she viewed it critically and finally said, "No, that isn't just the thing for you, in my judgment. Let me try another one."

It wasn't just a selling method, either. She had the reputation of taking a live interest in serving her customers, of being conscientious in her recommendations. And she has a long list of customers who want to be served only by her.

Sometime ago I needed a little extra desk for my office. I happened to be in a big general store and saw a small desk that looked as if it might possibly fill my need. But it didn't have a lower shelf—a feature that I wanted. The salesman inquired into the exact use I expected to make of the desk and volunteered that the store could put in an extra shelf just where I wanted it. He had good ideas, too, and explained how the job could be done so well that the shelf would be as strong and attractive as if it had been a part of the original design. He not only took an interest in my affairs but demonstrated the resourcefulness of the store. I have the desk and a higher appreciation of the sales service of that big store.

Help the customer increase your sales—he will appreciate it.





R-W Makes Biggest Mail Shipment on Record

PROBABLY the largest shipment ever made by mail left Aurora in a special car on the mail train at 2:50 Thursday morning, September 30th, bound for Cheyenne, Wyoming.

This shipment consisted of 3,525 pounds of door hanger equipment of the Richards-Wilcox Manufacturing Company to be used on aviation shed doorways being erected by the government at Cheyenne.

We received instructions a couple days previous to date of shipment, from the government officer in charge of erection, instructing us to get in touch with postmaster Stoll of Aurora, as arrangements were being made with the postmaster general at Washington for a special car to carry this shipment by mail. The shipment consisted of 13 bundles of the heaviest type of R-W trolley track, No. 145, and four boxes of No. 149 heavy ball bearing door hangers.

We are peculiarly equipped to furnish door hardware for aviation sheds on account of having manufactured door hangers for so many years and particularly on account of the development and manufacture of thousands of airship-shed hangers to the government during the war.

Window Trimmers, Attention!

Here's Just What You Want For Your Display Window

A SIMPLE, striking, compact, ready-to-use, attention-getting electric flash sign, which never fails to elicit the warm commendation of hardware dealers who use it for pushing "Slidetite" Garage Door Hardware.

The sign is particularly striking at night and will attract people to your window from as far as they can see. The variegated colored electric flash lights change continually behind a translucent art panel, also in full color.

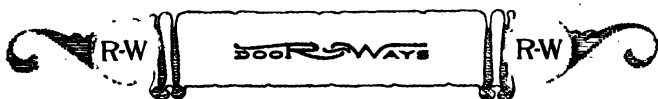
This phenomenal display sign forms a beautiful window decoration that makes a complete display of itself. You can add, as you see fit, a few sets of "Slidetite" hardware, perhaps an open Garage Door Hardware catalog, one or two of our lithographed art signs and other matter which will make an harmonious atmosphere suited to your business and window conditions.

The electricity required to operate the sign amounts to only a few cents a day—not as much as car fare. The sign operates on any electric light circuit, either direct current or alternating current.

We furnish this sign to R-W patrons without cost, as a part of our co-operative publicity service. We will send one to you promptly on request, with the understanding that you may keep it as long as you want to display it.

We furnish a similar display showing "Over-Way" Conveying Equipment.





Kind Words

"For he cannot read his tombstone when he's dead."

R-W Barn Door Hardware

We use a good many of your barn door outfits during the season, and they invariably give satisfaction.

A. E. Irwin,
Mound City, Kansas.

R-W's Reputation

The efficiency standards of the Richards-Wilcox Mfg. Co., are appreciated wherever business is transacted.

C. A. Frost Company,
Buffalo, New York.
By C. A. Frost.

"Ideal" Elevator Door Equipment

Your Mr. R. A. Henderson called today to inspect the Richards-Wilcox "Ideal" Elevator Door Closers. We are perfectly satisfied with the services they are giving.

The Heer Stores Co.,
Department Store,
Springfield, Mo.

"Fitstite" and "Slidetite"

"Fitstite" Barn Door Hardware and "Slidetite" Garage Door Hardware certainly makes a very nice proposition for us. We are very much pleased with your equipment and can assure you that it is very satisfactory in every way.

Marlow & Randall,
Prop. Mankato Dairy Farm,
Mankato, Minnesota.
Per J. C. Marlow.

"DooR-Ways"

Will you please change my address from Oxford, Maine, R. F. D. No. 3, to Harrison, Maine, on your mailing list? "DooR-Ways" is a great help.

G. E. Winslow, Carp. & Bldr.,
Harrison, Maine.

"OveR-Way" Conveying Equipment

I was in Janesville last week and I find they are very well pleased with the "OveR-Way" foundry trolley which you furnished them. It is certainly a good looking installation and the foundry is one of the neatest and best designed for its purposes of any I have ever seen.

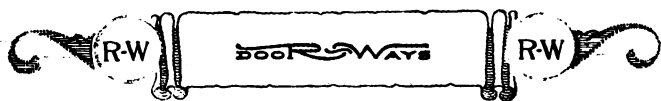
Design Division,
E. I. DuPont De Nemours & Co.,
Wills Johnson,
Signed W. E. Piper,
Wilmington, Delaware.

Garage Door Hardware Book

Several weeks ago I received a catalogue from you showing a view of my garage. It seems to me that this was very well taken. I wish to thank you for your courtesy in sending this to me and compliment you upon your catalogue. I had no idea you made so many fine door hangers, until I looked over this book.

E. H. O'Meara, Treasurer,
Western United Gas & Elec. Co.,
Aurora, Illinois.





Would You Be Reluctant to Accept the Insurance Company's Settlement?

Yet, that's all you would get if your factory were wiped out.

The time lost—the business you might have done—is something that does not enter into any insurance adjustments.

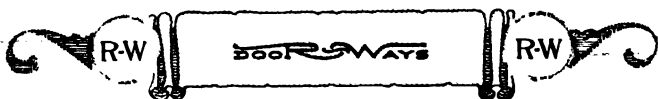
But the Insurance Companies—all of them—are keen to prevent fires. That is why they offer reduction of premiums on property protected by

RICHARDS-WILCOX **Automatic Fire Door Hardware** **and Fire Doors**

We will readily tell you of millions of dollars worth of property saved from fire by R-W Fire Door Equipment.

Whatever your requirements we can furnish the proper equipment.





Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.



Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

BUSINESS OPPORTUNITY

We wish to get in touch with a live wire hardware man to open a store near Reading, Pa., on main State Highway between Reading and Philadelphia. This location is particularly suitable for a complete line of hardware and household articles together with a full line of automobile accessories. An automobile repair shop could be well run in conjunction. This is a real opportunity for a live wire who has the necessary capital or credit to give it immediate attention. Address replies to: The Penn Realty Co., 922 Penn St., Reading, Pennsylvania.

FOR SALE—FARMS

Three farms in Kiowa County, Oklahoma. One-half to two miles from railway station and consolidated school and church. All three farms have some bottom land, 50, 70-100 acres in cultivation, and more land that could be put under cultivation. If interested, address Geo. B. Tarr Lumber Co., Cold Springs, Okla.

BUSINESS FOR SALE

Small lumber yard and coal business in one of the best little towns in Southern Ohio. Business has been established 33 years. Present owners have made fortune from it. Will sell at invoice, on account of death of one member and ill health of another. Address, XYZ care "DooR-Ways."

FARMS FOR SALE

120 acres three miles from Madison, Ind., three miles from Hanover College. Stock fenced into 8 fields 13 acres tiled. Improvements: six room house, large barn, tool house, granaries, a shop, tractor house, wood and poultry house, two silos, windmill, water piped to residence and barn and all electrical lighted. All built since 1908. 90 acres in cultivation, balance pasture and timber. Can give possession this coming fall. Price \$20,000.00. Address, W. H. Miller, Madison, Ind.

FOR SALE—MISCELLANEOUS

One twenty light model "C" F. P. Gasoline lighting machine in first class shape. Price \$20.00. If interested, address F. E. Thomas, Linden, Indiana.

For sale, about one acre of land with 450 ft. frontage on N. Y. C. & E. R. main line. Suitable for factory or builders supply yard. Located in Elyria, county seat of Lorain Co., 25 miles from Cleveland. This is the only site available on the east side within the city limits. Has all city improvements. Elyria is well known as a manufacturing city, as well as one of the beauty spots in Northern Ohio. Price right for cash. If interested, address N. C. Sorenson, 311 Lake Ave., Elyria, Ohio.

WANTED—TO BUY

Paper baler, stove pipe, crimper, counter scale. Address: O. F. Weirich, 9238 Cottage Grove Ave., Chicago, Ill.





What Adds More Enjoyment to Home Life in Cold Weather than a Finely Appointed Sun Parlor?



MULTIFOLD CASEMENT WINDOW HARDWARE

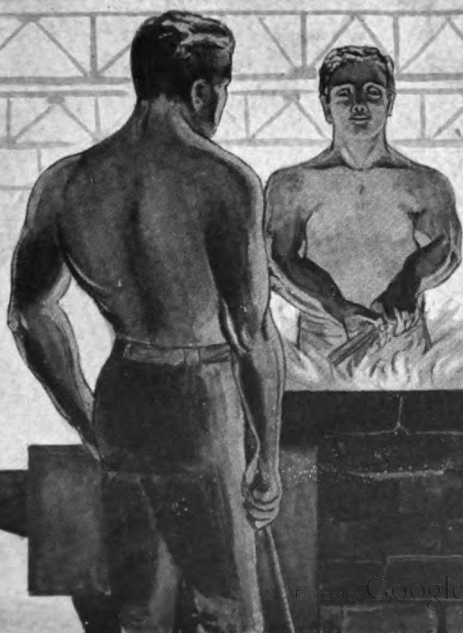
Is a principal element of comfort in the construction of sun parlors.

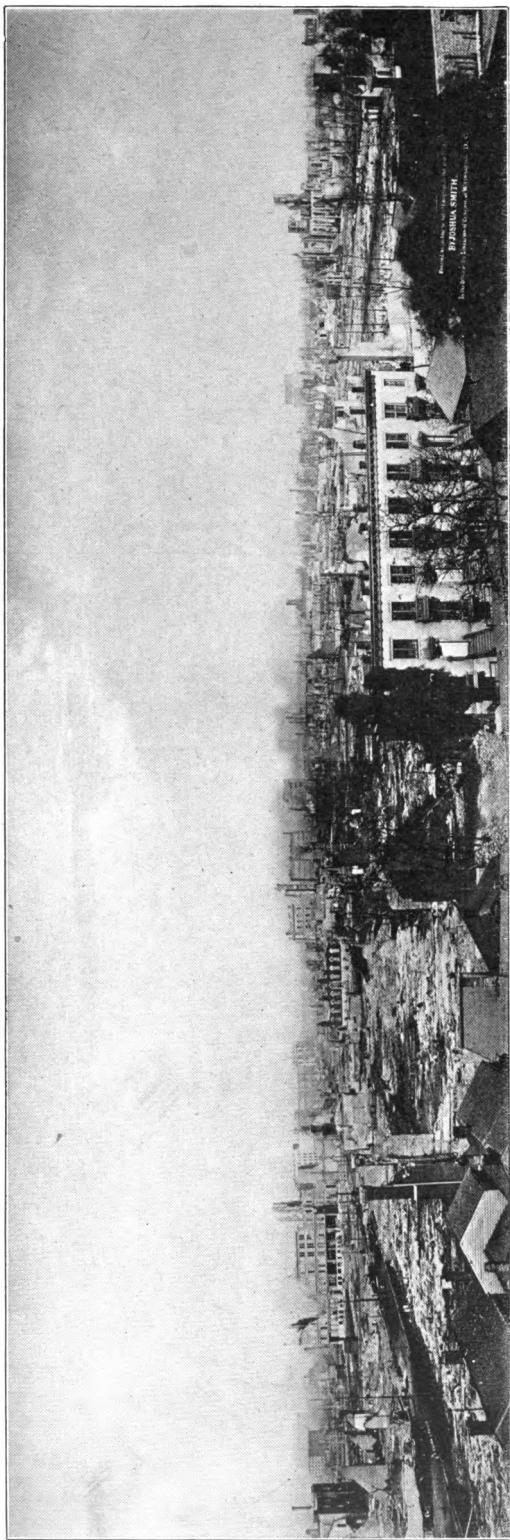
Complete information in pamphlet BC-2. Sent without obligation to anyone interested in casement window hardware.





January, 1921





Heart of Chicago after the Great Fire, as seen from Harrison Street, on the southern border of the devastated district. Looking north up Dearborn and Clark Streets toward the present loop district.



JANUARY, 1921

Published once a month to spread the truth about the R-W Line

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Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

FRED C. WEST, Editor

Number 1

Why Chicago Burned?

EDITORIAL



DID Nero commit the greater sin by fiddling with devilish indifference while Rome burned, or did Chicago commit the greater sin by fiddling with fate before Chicago burned?

Nero's crime and Chicago's disaster are long past, and measures taken for the prevention of their repetition. Are you availing yourself of these measures?

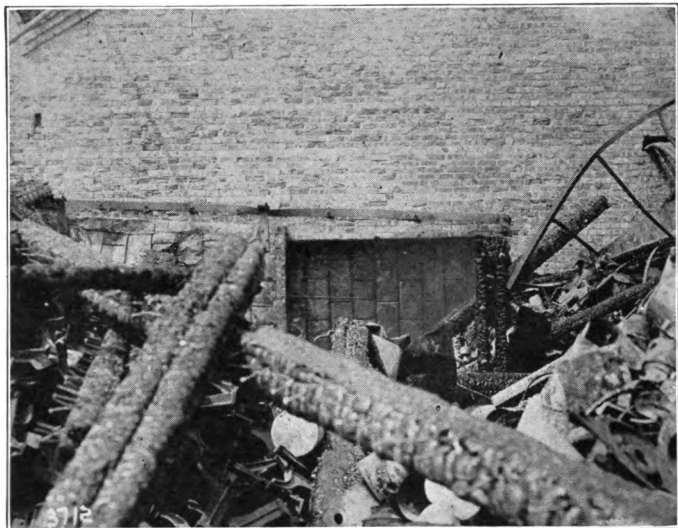
For years before Sunday night, October 8, 1871, the citizens of Chicago had been assiduously setting the stage for a monstrous conflagration. Nor did lack of devilish intent during those years, nor frenzy of effort that Sunday night avail at all to stop the fury which their carelessness invited.

In what are known as the loop and wholesale districts, then as now, the gigantic financial operations incident to the metropolis of the middle west were housed.

In this district frame wooden buildings and brick shells crowded up to factories, lumber and coal yards and railroad yards that lined the river. Pine lumber and tar roofs with heavy wood or sheet iron cornices painted to simulate stone, formed miles of fire traps, pleasing to the eye, looking substantial, but all sham and shingles—a potential torch which awaited only the application of a spark under right conditions to produce a magnificent catastrophe.

Plenty of folks have a good aim in life—but most of them don't pull the trigger.—Memo.

The summer of 1871 was unusually dry and hot. In the path of the prevailing summer winds coming from the southwest was a four mile line of pine buildings, and stores of inflammable materials under tar roofs and in open yards. The shipping and bridges gave a clear right of way for fire across the river. Chicago invited destruction. Of her 60,000 buildings, 40,000 were of wood. All that was required to make destruction certain was a dry season, a gale of wind from the southwest and an exhausted fire department.



Its companion put out of commission by careless workmen piling castings against it, this R-W Fire Door single handed stopped a raging conflagration and saved a paint-shop valued at \$1,500,000.00.

During the fourteen weeks preceding the night of October 8, 1871, only one inch of rain fell. The average for the season is about ten inches.

Fires were frequent.

September 30th, there was a \$1,000,000.00 fire in a warehouse at State and 16th Streets.

Saturday night, October 7th, a fire which broke out in a planing mill on South Canal Street between Adams and Van Buren, destroyed four blocks of property before the fire department succeeded in controlling it.

The stage was set. The sirocco blew from the southwest. Every structure in the way was as dry as tinder. The fire department was crippled by exhaustion of its men and disorder of its equipment.

The city possessed no fire boats.

This would be a fine world if the folks who hand out free advice would follow it themselves.

Then Mrs. O'Leary's cow kicked over a kerosene lamp at what is now 137 DeKoven Street, a few blocks southwest of the Union Station.

The great Chicago fire was on.

During that night and the following day the conflagration swept on area of 2,124 acres, or 3½ square miles in the very heart of Chicago's business and fashionable residence district.

18,000 buildings were consumed.

100,000 people were made homeless.

\$200,000,000.00 worth of property wiped out.

The area of destruction was bounded approximately by Harrison Street on the south, Fullerton Avenue on the north, Lake Michigan on the east, Jefferson Street and north branch of the Chicago river on the west.

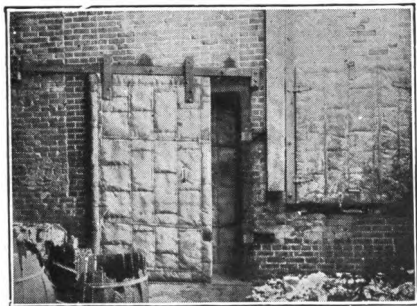
The total loss of life was estimated at 250, but numbers of persons in the poor foreign districts and in the criminal quarters must have perished.

In the burnt area only four buildings remained standing.

The fire extended at a rate of 65 acres an hour and at its height when in the heart of the city destroyed property at the rate of \$100,000.00 a minute, wiping out completely all of Chicago's banks, hotels, depots, newspaper offices, insurance company offices, and public buildings.

Chicago was rebuilt on a "fire-proof" reform basis. She profited by the experience carelessness so dearly bought. Are you profiting by her experience or does your plant and business stand exposed to possible annihilation from fire?

Today Chicago and other commonwealths everywhere expend great energy



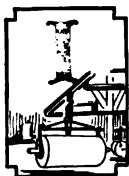
Rear of Gillfilan Brothers building, Milford, Illinois, where R-W Fire Door and Shutter baffled the flames.

in providing precautions against fire disaster—and R-W fire doors and automatic fire door equipment play an essential part in this protection against the ravages of fire.

The R-W Co. will gladly furnish information to anyone interested in fire protection.

If you spread your feelings all over the country, somebody is sure to step on them.—Glenwood Boy.

Great Conveying Systems from Little Experiments Grow



USED to know a Scotchman who said that when anyone found something good he always wanted to get all he could for himself and somebody else always tried to get it away from him.

I have often thought of that philosophy in connection with "Over-Way" Conveying equipment. When a man buys a piece of "Over-Way" equipment, he invariably finds that he can use more of it to his advantage, because it saves him in labor, floor space, time and money. The Kunz Oil Co., on Nicollet Island, Minneapolis, for instance, put in some "Over-



Way" equipment for handling heavy drums of oil. They started with one carrier. They have already added another, and are now considering the addition of overhead laterals, curves and switches to their present system.

That's where part of the wonderful economy in "Over-Way" emanates. You can start with a simple unit of equipment at an insignificant cost for a single purpose—and when you find that it saves its cost in a few weeks, you can add more equipment at the same economical ratio.

The Kunz Oil Company use their "Over-Way" Equipment for lifting and carrying large quantities of oil in steel drums as shown in the picture. They pile

The success of capital lies in ministering to the people, not in taking of them.—Philip D. Armour.



these oil filled drums in the yard back of their warehouse by means of "Over-Way" and when desired, carry them by "Over-Way" into the warehouse. One of the doorways is shown in the picture. There is a removable section of track at each door, which can be lifted out to close the doors.

The track leads clear through the warehouse and extends out over the street for convenience in loading and unloading trucks in front of the building.

"Over-Way" makes a most desirable means from every standpoint, of handling oil. No oil warehouse should be without such equipment. For that matter, no warehouse of any character should be without "Over-Way" equipment—and none are, when they know what it does for them.

Our Cover

We intend to convey by our cover in brilliant poster effect, a conception of the magnificence of industry, commerce and business in our great metropolitan centers of life; a conception of the ever-present source of destruction—fire; a conception of an essential means of protection against fire—R-W Fire Doors and Automatic Fire Door Hardware.



Allman in Aurora Beacon-News

What R-W Workers Do "AUTOMATICS"

Half a century ago the working people of the United States greeted the introduction of automatic machinery with emphatic disapproval. Inventions would cast everyone into idleness, they cried; there would not be

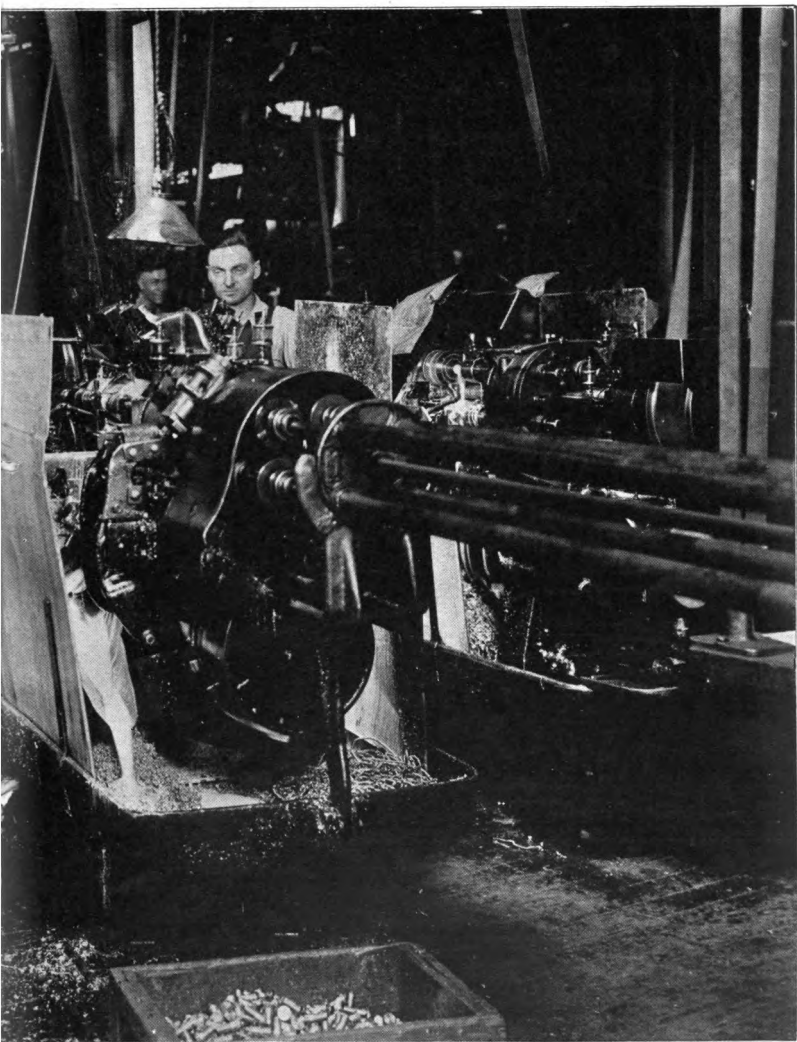


sufficient jobs to go around; poverty would clutch the working man, and the nation would suffer chronic panic.

But inventions were fostered by the government, encouraged by farsighted captains of industry, and automatic machinery continued to be developed and

used. Today, employe and employer alike welcome automatic machinery with open arms, as a necessary means of economical production and relief from servitude.

And the sphere of automatic machinery is no more confined to factory and what is ordinarily known as "production." In the office, the typewriter, the addressograph, the mimeograph, the adding machine, the



numbering machine, the check protector and other similar "mind-saving" devices relieve clerks and increase efficiency.

In fact the development of the automatic appliance has progressed in an everwidening cycle of demand until it has even entered the home, where it sweeps the

carpets, cleans the dishes, washes and irons the clothes, plays the piano and even sings the songs.

In the R-W machine shop the battery of six "automatics" shown in the accompanying illustration furnishes an excellent illustration of the efficiency of automatic machinery in the factory. Two men operate these six machines—one a machinist and the other a helper.

These automatic machines are driven by electric power and consist of two main units: the head, and the cylinder. In the head are four tool settings. Opposite the four tools, the cylinder presents four pieces of material to be operated on. This material is in the form of long bars of cold rolled steel which revolve continuously at great speed. The head of the machine moves slowly forward, all four tools performing the particular function as the head travels. When the tools have completed their operation the head automatically withdraws and the cylinder turns the material to the position of the next tool. The head then moves forward and each tool performs the next succeeding operation on each piece of material, after completion of which the head withdraws again, the cylinder turns the material, and so on, all four operations being performed on each of the four pieces of material in the cylinder before it is cut off and dropped in the basket of finished pieces.

The operations automatically performed by the automatics in the picture, Foreman Baker states, are as follows: Forming, bevelling, threading, and cutting off. Other operations performed when necessary are: drilling, reaming, and tapping.

The R-W products commonly produced by these automatics are (1) cones for door hanger axles, including garage door hangers, warehouse door hangers, barn door hangers, class-room partition hangers; (2) pendants for accordion door hangers; (3) pendant bolts for hangers.

During the war when we were pressed by Uncle Sam for equipment to be used on war department buildings, such as barracks, arsenals, store houses and airplane sheds, these six machines ran continuously 24 hours a day, six days in the week.

An idea of the industrial efficiency embodied in these automatic machines may be gained from the fact that one machine does the work ordinarily accomplished by five men with hand machines. On this basis these six automatics and two men required to run them do the work of 30 hand machines and 30 men—a net saving of 24 machines and 28 men. The battery turns out an average of 13,000 pieces in a ten-hour day.

And in spite of this saving, which is typical of all modern plants, there is work for everyone to do and they work as hard now as long as they used to in the old days fifty years ago.

Lifting Local Loads

JUST as a great railroad system requires local switch engines for taking care of local congestion and keeping the "main line" clear for "through traffic," so does a great manufacturing plant need local "Over-Way" jib cranes for taking care of the local lifting congestion at individual machines and keeping "Over-Way" main line clear for "through traffic."

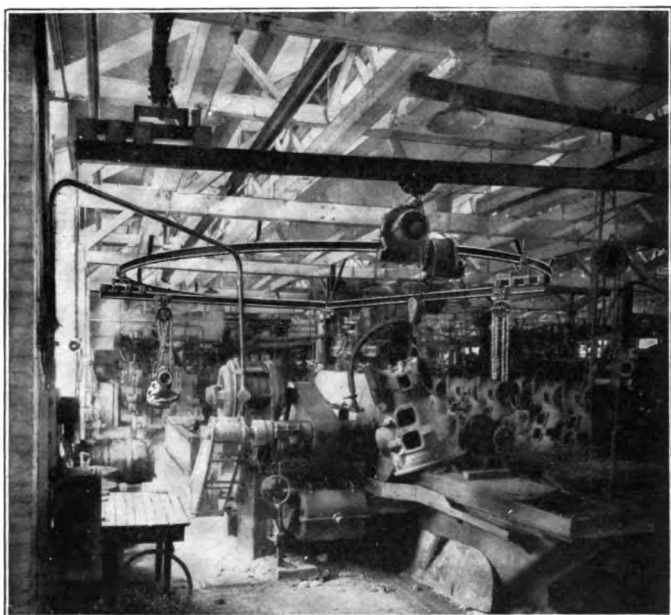


Fig. 1. Swinging jib crane, boom of which moves through almost a complete circle.

A typical example of the point in question is clearly illustrated by the pictures here printed, showing some of the jib cranes installed by the Moline Tractor Co. for handling heavy engine castings to and from their milling machines, planers and multiple drill presses. The capacity of these cranes is 1,000 pounds, which enables one man to place the castings on the machine and remove them without assistance. The cranes have one, two and three booms. One end of the boom is pivoted and the opposite end is supported by a ball bearing trolley which runs on a curved I-Beam track. The booms vary in length from 8 feet to 20 feet and the radius of the curved track varies correspondingly.

The cranes shown in Fig. 2, are only required to move through a comparatively short arc of a circle, but those shown in Fig. 1 move through almost a complete circle and therefore, the outer end of the boom has an inverted trolley track attached to the top, in which runs a carrier, inverted, attached to the bottom of the I-Beam trolley. This is to compensate for the changing centers of the pivots, due to the fact that all the booms must move through nearly the entire 160 degrees.

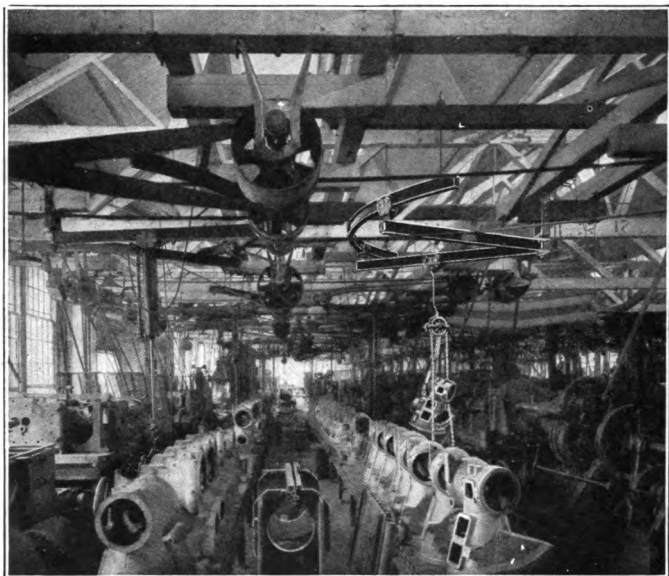


Fig. 2. Swinging jib crane for local lifting. Booms move through comparatively short arc of circle.

These cranes are installed in spaces where belts and transmission equipment are close together and there would be no room for any other type of crane. Cranes have no connection or supports with the floor and, therefore, offer no obstructions below.

The installation of these cranes has increased production about eight per cent, which, if calculated on an average wage of a machinist and average overhead charges, would pay for the entire installation in less than one year.

The R-W Engineering Department will cheerfully co-operate in planning similar "Over-Way" equipment for economical handling of your materials.

Efficiency, the Grand Passion

EFFICIENCY is the art of doing something better than somebody else can do it if you can kid yourself into believing it.

An efficiency expert is one who can save the office almost enough to pay his own salary.

Two men milking a cow, one on each side of the cow, is efficiency, even though the cow gets peeved and kicks the milk over. Even though the milk is a total loss, the thing has been done efficiently.

Firing the old bookkeeper who has been on the job for years and installing three men and two adding machines in his place and opening up a set of books that nobody but the efficiency boys can understand is efficiency in its highest form.

But there is no doubt that efficiency is the grand passion. It is a great thing to have around an office. There are some simple rules which must be followed to get the efficiency bug working successfully. Here are a few of them:

Save all the lead pencil sharpenings. The wood alone amounts to a good bit in the course of ten years, as it can be made into paper. The sharpenings can be saved in a copper receptacle with cover, which costs \$28.00. In course of ten years \$1.35 worth of sharpenings can be saved.

Use both sides of the carbon paper. This may be a bit difficult at first, but one can manage it. Have you not often noticed that one side of a piece of carbon paper becomes frightfully dull after it has been used for some time? Just turn it over and see if you can or cannot make a copy in that way. True, the copy will be on the back of the same piece of paper which contains the original, but what does that count when efficiency is concerned?

You will notice that along the edge of every sheet of postage stamps you buy there is a blank strip of paper. Save these strips. In ten years you will have quite a number of them and paper is valuable.

Never have revolving chairs in the office, but four-legged, straight-back chairs. When a man is sitting in a straight chair, he never turns from his desk, but keeps his mind upon the job at hand. In a swivel chair he is constantly turning this way and that. He may be a good employe in all other respects, but the temptation to take a free ride every few minutes is too great.

Have a number of safety razors in the office. Employes waste a great deal of the company's time in going out to be shaved and then, in the barber shops, they hear prize-fight and base-ball news, which takes their minds off their work.



In the barber shops they hear prize fight and base ball news.

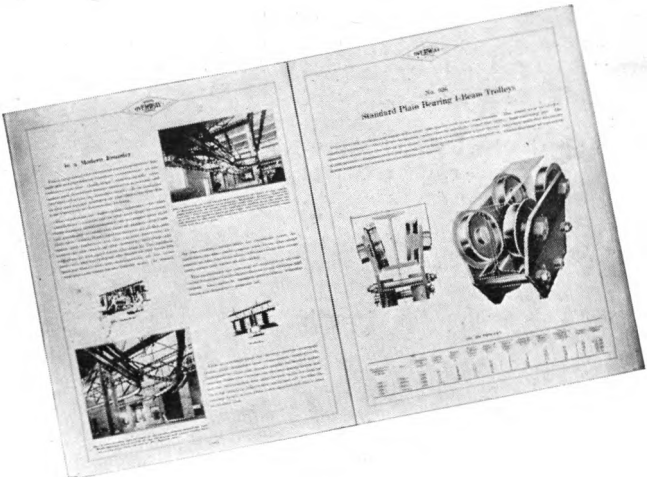
Allow the employees to drop nothing on the floor. If it were not for pipe ashes and waste paper the janitor would have to be employed only once a week.

One of the highest examples of inefficiency is to keep the windows washed. When they are in that condition and transparent, some employee is liable to look out of doors once or twice a day. This not only takes the employee's mind off his work, but it wears out the glass.—Zinc.

• • •

The Open Sesame to Economy In Handling of Materials

Everyone interested in the economical lifting and carrying of loads, whether of materials or products, in establishments of any character, will be benefited by having the information embodied in our newly-published profusely-illustrated book entitled:

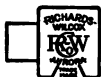


Conveying Equipment

Therein are shown and described actual installations of "Over-Way" manually-operated monorail conveying systems in plants and establishments handling every kind of product from bananas to automobiles.

Equipment is clearly described and illustrated in particular detail, suitable for any size of system, from that economically adapted to the requirements of a garage repair shop, to the requirements of a great manufacturing plant where it is necessary to lift and carry loads up to 8,000 pounds.

"Over-Way Conveying Equipment" is free to anyone definitely interested in the subject, and will be mailed to such without obligation on request.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.



TO TRADE—FARM

I have a 60-acre farm in Linn County, Iowa, to trade for small hardware stock. L. M. Corn, Palo, Iowa.

FOR SALE—FARMS

Three farms in Kiowa County, Oklahoma. One-half to two miles from railway station and consolidated school and church. All three farms have some bottom land, 50, 70-100 acres in cultivation and more land that could be put under cultivation. If interested address Geo. B. Tarr Lumber Co., Cold Springs, Okla.

120 acres three miles from Madison, Ind., three miles from Hanover College. Stock fenced into 8 fields, 13 acres tiled, improvements, six-room house, large barn, tool house, granaries, a shop, tractor house, wood and poultry house, two silos, windmill, water piped to residence and barn and all electrical lighted. All built since 1908. 90 acres in cultivation, balance pasture and timber. Can give possession this coming fall. Price, \$20,000.00. Address W. H. Miller, Madison, Ind.

BUSINESS FOR SALE

Small lumber yard and coal business in one of the best little towns in Southern Ohio. Business has been established 33 years. Present owners have made fortune from it. Will sell at invoice on account of death of one member and ill health of another. Address XYZ, care "Doorways."

WANTED—TO BUY

Paper baler, stove pipe, crimper, counter scale. Address O. F. Weirich, 9238 Cottage Grove Ave., Chicago, Ill.

ANNOUNCEMENT

Ellert & Lahr, Architects, 801 World-Herald Building, Omaha, Nebraska, will move from their above address to larger offices at 1702-3 City National Bank Building, Omaha, Nebraska, after November 20th, 1920.

POSITION WANTED

Wanted position as builders hardware man with some good hardware firm. Preferably Indiana or Ohio. Have had 10 years hardware experience as seller, estimator and part of the time buyer. Address MCF, care "Doorways."



After the Fire?

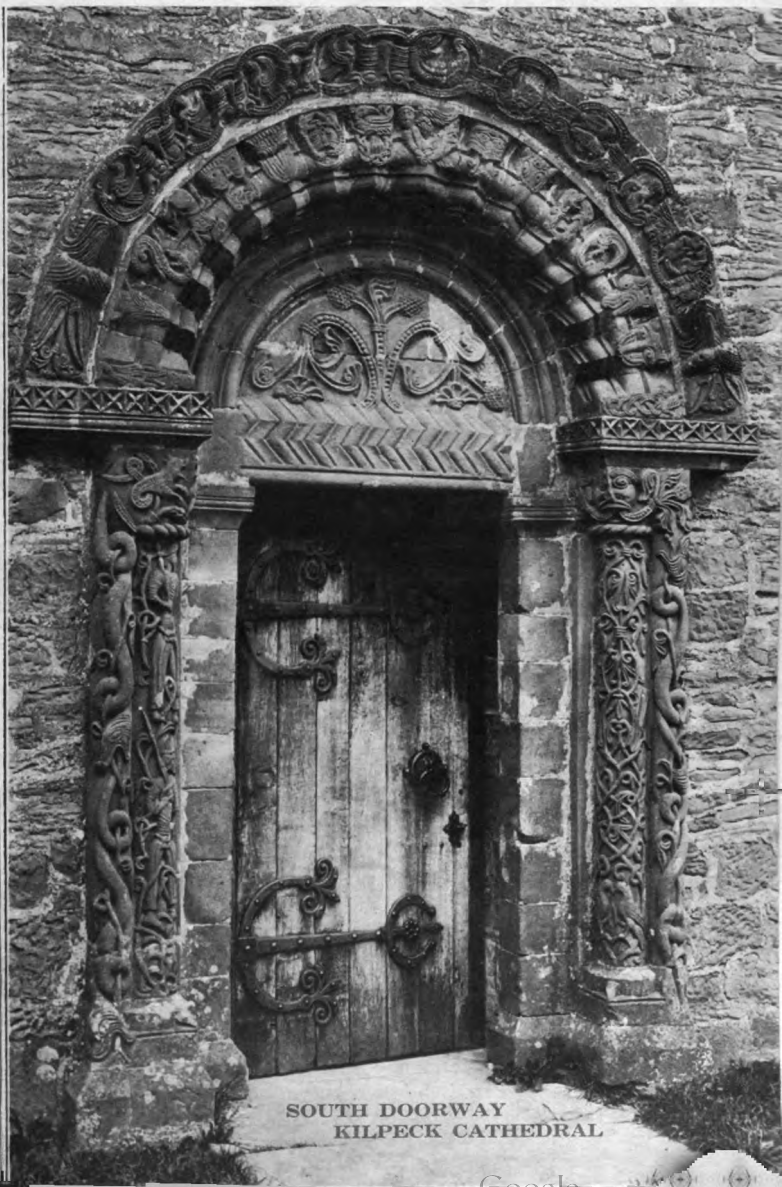
AFTER the great fire precipitated by Mrs. O'Leary's cow on Sunday evening, October 8th, 1871, Chicago was rebuilt on a "fire-proof" reform basis. She profited by the experience her carelessness so dearly bought.

Are you profiting by her experience or do your plant and business stand exposed to possible annihilation from fire?—see page one of this issue: "Why Chicago Burned."



Industrial Edition

THE NEW YORK
PUBLIC LIBRARY



SOUTH DOORWAY
KILPECK CATHEDRAL

Kilpeck Cathedral

THE Kilpeck Cathedral is situated in the famous Golden Valley in Herefordshire, England, on the South Welsh border, which contains some churches of almost unique interest. In that of Kilpeck, with its elaborate sculptures, remarkable and unusual Norman work is seen. It consists of the three divisions of nave, choir and chancel, divided by ornate arches, the chancel ending in an apse, with a beautiful and elaborate West End and South Doorway. The columns of the choir arch are composed of figures. A similar plan is seen in Peter church in the Golden Valley and in Moccas Church on the Wye above Hereford.



FEBRUARY, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago.....166-168 West Lake Street	Indianapolis..608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian	Co., Ltd., London, Ont.

Volume 9

FRED C. WEST, Editor

Number 2

Unique Application of Standard R-W Door Hardware Has Universal Usefulness



UTS hardest to crack contain the most nutritious meats," says the philosophical squirrel. And the same law of nature has been found applicable to all phases of life. Nothing enduring comes easily. Whatever is permanently valuable requires concentrated application and determined effort.

It's true all along the line of progress. And that it's true of desirable doorway installations is again demonstrated by the case of a problem presented by a lumber-house doorway at Monett, Mo. The proposition was this. The door or doors must close the 16-ft. opening on the front of the building. The doors could not swing out into the street.

Doors could not slide across the front of the building outside, because of the office windows on one side and wareroom windows on the other.

Inside the doorway a front wall space of only 3 ft. 10 inches was available on each side of the doorway, which precluded the use of straight sliding doors inside the doorway.

EVERYTHING IN LIFE THAT IS
WORTH WHILE IS ABOVE YOU,
NOT BELOW. R-W HANGERS
ARE INSTALLED ABOVE DOORS.



R-W



The doorway must open without obstruction across its full width, 16 ft., so that parallel sliding doors would not answer.

There were doors in either side wall, 4 ft. 8 inches from the front wall, one opening into the office and one into the warehouse, which put swing or regulation angle-corner doors out of consideration for the big doorway.

This problem was presented to the R-W engineering department. The simple and successful solution they achieved not

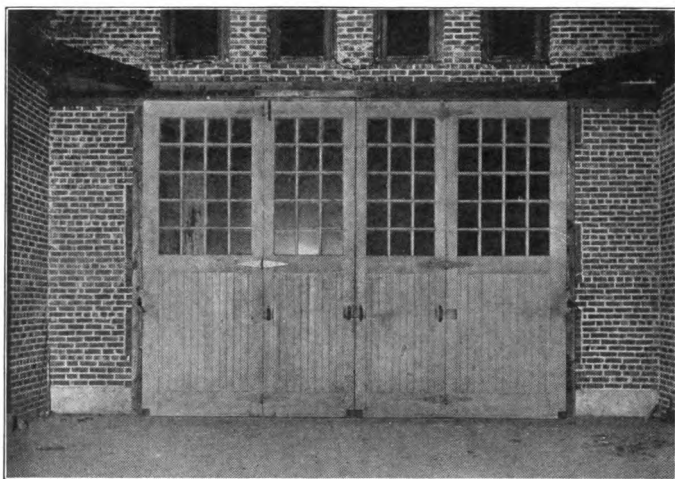


Fig. 1. Interior View of Lumber-house Doorway Showing Doors Closed. R-W No. 516 Bolts Lock Doors at Right Jamba and Left. Center Floor Guide Secures Doors in Center.

only verifies the wisdom of the philosophical squirrel, but resolves itself into a new phase of doorway development which is practical and desirable for analogous doorway conditions on buildings of various types all over the world.

The arrangement and operation of doors is clearly shown in the accompanying pictures, which were taken recently.

You will note that four doors are hinged together in pairs. One door of each pair is 3 ft. 6 inches wide and the other is 4 ft. 5 inches wide. Each pair of doors is mounted on three R-W "SlydaSyde" hangers. Two of the hangers support the door toward the center of the doorway, being fastened at both top corners of the door. The third hanger is attached to the back top corner of the other door which opens against the side wall. One track in which these hangers operate extends entirely across the front of the building and another track is set across each corner, running diagonally from the side wall to the door jamb as shown. When open, the doors fit close into the corners of the building as shown in figure three.

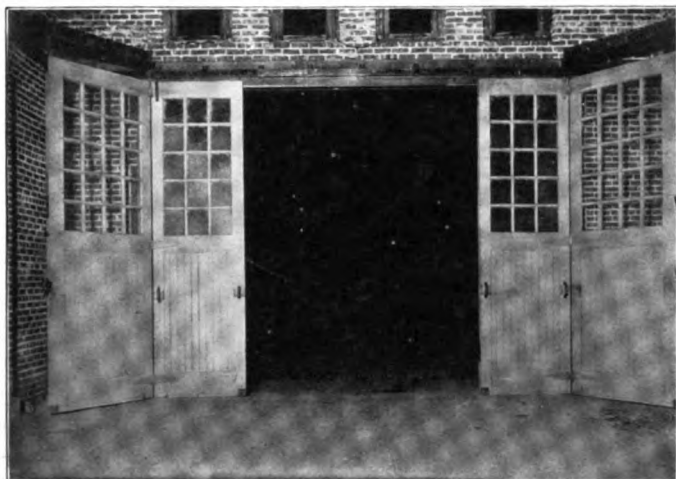


Fig. 2. Interior View Showing Doors Partly Open.

The doors operate in space not useful for any other purpose, permit use of the full doorway opening at one time, do not interfere with the office and wareroom doorways in the side walls, and fit all other requirements of the conditions, besides operating easily and positively.

This installation was worked out by the use of R-W standard "SlydaSyde" door hardware and demonstrates the value of R-W's half century of experience and equipment available for solving doorway problems of all sorts.



Fig. 3. Interior View of Wide Open Doorway.



How I Would Sell "Slidetite" Thru My Display Window



IF I were in the retail hardware business I would make my display window "sell," among other leading lines, "Slidetite" garage door hardware—in this way.

When "Slidetite" is installed in a garage anywhere the owner of that garage invariably boosts his door hardware, calling the attention of his neighbors and acquaintances to the easy, positive, convenient operation of his doors.



The display of enlarged pictures of "Slidetite" garages and pleased garage owners will prove uncommonly good advertising.

He will gladly allow you to make a photograph of his doorway interior. Have this photograph enlarged and display prominently in your show window with the name and perhaps testimonial of the owner of the "Slidetite" garage. Two or three such pictures

would prove effective, placed in the window either at one time or at intervals. My idea would be that too many such pictures would have the effect of detracting from a simple presentation of one idea, although a list of users tipped on the window would be desirable. The longer the list, the better.

I would arrange an interesting and profitable contest as follows:



"Slidetite"
Door Hanger

Show the photographs of several garage owners who have installed "Slidetite" hardware, and offer a prize to the person first guessing most, or all, of the owners' names. In small communities where everybody would naturally know the owners at sight, pictures taken ten or twenty years ago could be used to make the guessing more interesting.

Even without the contest idea, the display of enlarged pictures of garages and pleased garage owners who have bought "Slidetite" from you will prove uncommonly good advertising.

For otherwise decorating the display window in connection with this idea of photographs of actual installations, I would secure from the advertising department of the Richards-Wilcox Manufacturing Company, free of cost, the use of one of their electric flash signs. There is no more striking center piece available for a



Colored Electric Flash Sign. There is no more striking center piece available for a window display of garage door hardware.

display of this kind than this electric flash sign, which never fails to elicit the warm commendation of hardware dealers who have used it for pushing "Slidetite" garage door hardware. The sign is particularly striking at night and will attract people to the window from as far as they can see. It forms a beautiful window decoration of itself, but the dealer can add, as he sees fit, actual sets of "Slidetite" hardware, an open garage door hardware catalog, one or two lithographed art signs, furnished by the R-W company, and he can tip onto the window pane at either side of the display with stickers the streamer folder called "A yard of garages," if he feels that he needs that much material to make a complete window display.

WHERE PRICE IS THE ONLY MERIT,
BEWARE!





SEE FOLLOWING PAGE

What Our Workers Do

Toggle Track-Press Operators



THE picture on the preceding pages shows in action one of the five toggle presses which make R-W trolley track all day long in the Aurora plant. The machine in the center of the picture is set to make our well-known No. 31 track which is purchased in great volume all over the United States and used for many different kinds and types of doorways—garage, barn, warehouse, freight house, factory, machine shop, mill, foundry.

The man at the left is the operator's helper. He pulls the track from the press when it has experienced the last operation of shaping, and piles the finished lengths on trucks—one of which is seen loaded at the left of the press.

The efficiency embodied in these machines may be realized from the amount of track they produce. In one working day when the five presses run on No. 31 track they turn out 3,000 ten-foot lengths, making a total of 30,000 linear feet—nearly six miles.

The first operation, cutting the steel sheets to size, has already been accomplished on the material these men are handling, as has also the second operation of "lipping" the track.

The last operation (boxing), which they are performing, is done by inserting the lipped sheet of steel beneath the bending blade and tripping the press with the foot. A gauge stops the sheet at the right point to make a perfectly accurate width. The press requires only an instant of time to thrust and flex its mighty toggle arms, the power of which drives down the heavy scoring blade and bends the thick sheets of steel easily and positively.

The track is then adjusted by gauge to a second position, the foot lever tripped and another score completes the shape of the track, which the helper then removes as shown in the picture.

This individual machine is capable of forming all kinds of R-W trolley track except one, including Nos. 30, 30½, 31, 32, 33, 35, 232, 45, 33, 75, 175 and 275. The exception is our No. 375 extra-heavy-gauge steel track which is made on the monster press at the left of the press in the picture. Part of this extra heavy press is shown at the extreme left of the illustration. A twenty horse-power motor is required to operate this big toggle press.

This brief description and illustration give some conception of the power and accuracy of the machines used to form R-W trolley track, and the reason why R-W trolley track can be made so good at a nominal price, that it has established a world-wide reputation.



R-W No. 31 Trolley Track

“Watch Us Grow!”

SENTIMENT like that in the letter reproduced below is not at all uncommon to our office, but this letter particularly warms the cockles of our heart and makes us feel that our effort to give a dollar's worth of commodity for every dollar paid, is worth while.

“Richards-Wilcox Mfg. Co.,
“Aurora, Illinois.

“Gentlemen:—

“It gave me much pleasure to read the article ‘Watch Us Grow’ in a recent number of ‘DooR-Ways’ inasmuch as my birth place and home until a few years ago has been Dear Old Aurora. I am always happy to see a new modern factory building go up at Aurora such as your new addition is, for I am still very much interested in my ‘Home Town’ and certainly am a big booster for Richards-Wilcox goods, not only on account of your factory being located at Aurora, but primarily for the quality of goods that you manufacture.

“We would be pleased to have the following announcement made in a future issue of ‘DooR-Ways,’ also note the change of our address on your files:

“Ellert & Lahr, Architects, 801 World-Herald Building, Omaha, Nebraska, will move from their above address to larger offices at 1602-3 City National Bank Building, Omaha, Nebraska, after November 20th, 1920.

“Trusting that we may be able to favor you with a large order through your local representative as we have done in the past, we remain,

“Yours very truly,

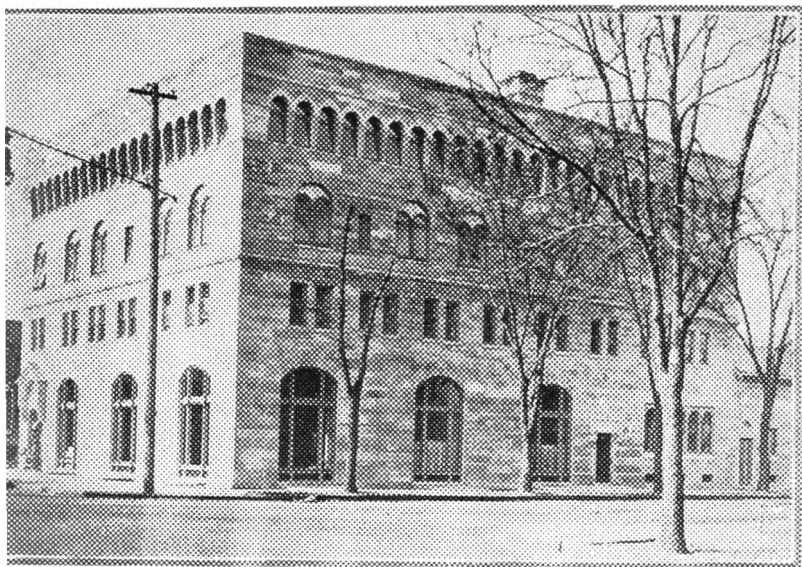
“Ellert & Lahr, Architects.
“(Signed) M. J. Lahr.”

“For he cannot read his tombstone when
he's dead.”

THE BEST WAY TO HELP YOUR CUSTOMERS PAY
THEIR BILLS IS TO GET THEM TO PAY
WHILE THE BILLS ARE SMALL

Minneapolis Architects and Engineers Build Themselves a Business Home

THE new building at 1200 Second Avenue, South, Minneapolis, is the first professional building of its type for architects and engineers to be erected in the United States, according to Edwin H. Hewitt of the architectural and engineering firm of Hewitt & Brown.



The new building shown above, located at 1200 Second Avenue, South, Minneapolis, was designed and built at a cost of \$150,000, by a group of architects and engineers who have here their office work rooms.

The building is of Florentine Style, four stories in height, and has been built at a cost of \$150,000. It will house a small group of professional men who, while maintaining their individual practice, will be able to make use of many things in common, such as library, stenographers' room, drafting rooms, sample rooms, blue printing room and specification printing.

The architects and engineers who have offices in the new building are Hewitt & Brown, William Channing Whitney, Tyrie & Chapman, and Charles L. Pillsbury

company. Morell & Nichols, landscape designers and city planners, also will be in the building as well as Maurice I. Flagg, director of the Architects' Small House Service bureau.

The ground floor is occupied by John S. Bradstreet & Co. A special addition has been built on one end of the first floor to house the Skylight club. Other professional clubs located in the building are the Attic club of artists, and Post and Lintel club of architects, and the Minnesota Chapter of the American Institute of Architects.

Meals for the occupants of the building and their friends are served every noon in "The Blue Print Tea Room" located in the basement.

Are You Right?

Do you contribute to some church?

Do you pay your honest debts?

Are you loyal to your employer?

Are you interested in your work?

Have you ambition to rise to the top in your vocation?

Do you live a clean life?

Do you carry out instructions promptly and correctly?

Are you good to your family?

Do you tell the truth?

Do you carry life insurance for the benefit of your loved ones?

Do you turn a deaf ear to gossip?

If you answer any of these questions "No"—then you are "NOT RIGHT."

You had better commune with yourself and GET right.

—Get Together.

R-W

R-W

R-W

What Adds More Enjoyment to Home Life in Cold Weather than a Finely Appointed Sun Parlor?



Multifold Casement Window Hardware

Is a principal element of comfort in the construction of sun parlors.

*Complete information in pamphlet BC-2.
Sent without obligation to anyone interested in casement window hardware.*

R-W

Free Want Ad Service

BUSINESS FOR SALE

Lumber yard and Hardware store, in the best town in Western Iowa, will sell one or both, reason for selling, wish to retire. Inquire E. A. Smith Lumber and Hardware Company, Whiting, Iowa.

We are offering our farm implement business for sale at this time, owing to our inability to take proper care of it on account of other business which we do not wish to neglect. The very best and most popular line of machinery handled, the I. H. C. Business very good; about a \$40,000.00 volume of business during the 1920 season. Situated in McVillie, North Dakota, a town of 550 population, and surrounded by good farming country and well-to-do farmers. Address McVillie Auto and Supply Co., McVillie, North Dakota.

FOR SALE—FARM

I have a 60-acre farm in Linn County, Iowa, to trade for small hardware stock. L. M. Corn, Palo, Iowa.

360 acres of land situated in State of Louisiana, Parish of Livingston, Township 7. Range 2 and 3, fronting on public road and touching running stream, five miles from R. R. station, has spring branch running through, 200 acres under fence, 50 acres open, 30 acres in cultivation, dwelling, barn, flow well. Price \$10,000. D. N. C., care "DooR-Ways."

FOR SALE OR TRADE—HARDWARE BUSINESS

For Sale—or will trade for land or city property, red hot hardware and implement business, including a small hotel, with all buildings and over one block of ground. A \$2,400 interest in a wholesale hardware house through which all competition is met like a duck meets water, goes with it. Located in a town where you don't have to spend \$1 for advertising and get more business than you can handle. Value about \$50,000. Reason for selling, old age and poor health. Address the Little Store, Box 69, Pingree, N. D.

FOR SALE

One National Cash Register registering \$99.99. Place for four clerks and double book McCaskey Bookkeeping System and Safe. Three floor show cases, oak finish in good repair, tinnerns' tools, plumbing tools, desk, bolt rack. All the above are of the best and are worth at least three-fourths of present wholesale price and will sell at this price for cash including a small stock of hardware. Address L. M. Corn, Prairieburg, Ia.

One Western Saddle complete with all straps. Regular value \$65.00. Slightly used. A real bargain at \$25.00.

One second-hand office desk; size 12 ft. long, 5 ft. high, 4 ft. wide. Has eleven drawers and two doors for supplies, etc. Also has a full top screen with a cashier window in the center. There are two openings between the drawers for the employees to sit comfortable. This is a hand-made desk of all No. 1 material and in first-class condition. It cost six years ago \$85.00 but as we have no room for it now we will sell it for \$40.00 f.o.b. here. If interested write to Quality Hardware Co., Dorchester, Wis.

For Sale—Chest of carpenter tools. A complete set, in nearly new condition. A bargain for someone. List of tools and price will be sent to interested parties. Address P. O. Box 65, Dayton, N. Y.

POSITION WANTED

Wanted position as builders' hardware man with some good hardware firm. Preferably Indiana or Ohio. Have had 10 years hardware experience as seller, estimator and part of the time buyer. Address MCF, care "DooR-Ways."

An experienced builders' hardware man who has been recommended to us as a "cracker-jack," wants to make a connection with a good live concern. This man is especially experienced in so-called Art Hardware, but is also a good all-around man. Address W. R. H., "DooR-Ways."

WANTED

First-class Tire Vulcanizer, first-class Acetylene Welder, first-class Battery man, each to take charge of own departments in a \$100,000.00 Garage Corporation in town of 4,000. Salary good. Address, J. J. Klag, Tonica, Ill.

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MISCELLANEOUS

SHAWNEE, OKLAHOMA, geographical center of a great state, a growing city, a good place to live and a great educational center. Literature will be furnished and questions cheerfully answered by The Shawnee Board of Commerce.

M

R-W

DOORWAYS

R-W

The Elements' Defeat



Slidetite

(PATENTED)

Closes the doors tight, so there are no open joints between the doors through which Winter's breath may enter. Opens the doors inside, away from snow and ice in the driveway.

— MADE BY —



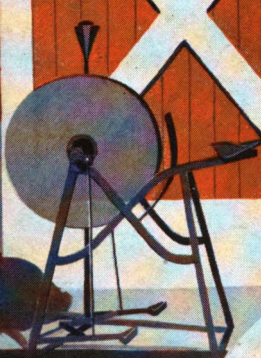
Richards-Wilcox Mfg. Co.
 "A Hanger for any Door that Slides."
 CHICAGO ST. LOUIS AURORA ILLINOIS U.S.A. BOSTON
 LOS ANGELES CLEVELAND INDIANAPOLIS NEW YORK
 PHILADELPHIA LONDON, ONT. MINNEAPOLIS SAN FRANCISCO



R-W

15 L 12

THE NEW YORK



MARCH
1922



Clean-up Time Is Here

A LONG about Easter time the clean-up spirit is stronger than at any other time of the year.

The good old earth shakes off its snow blanket and cleans up the ragged corners with new flowers.

The trees shake off their winter gray and decorate themselves with blossoms.

The housewife puts a towel over the end of the broom and goes hunting for cobwebs and the accumulated winter dust.

And business warms itself in the spring sun and takes a new lease on life.

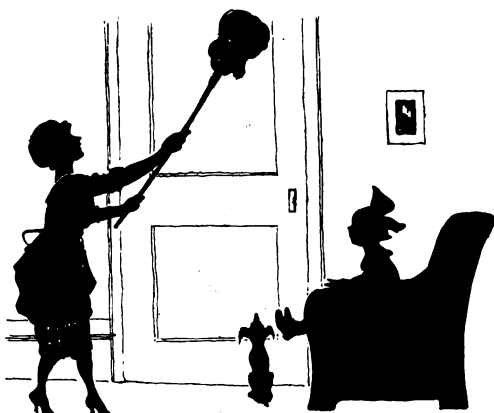
We all have a lot of cleaning to do.

This means cleaning up the cobwebs of lack of confidence.

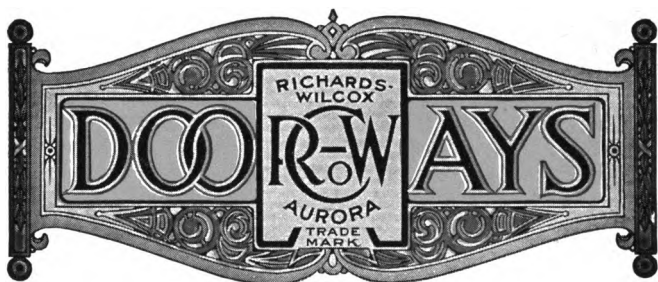
It means cleaning up our spirits and putting a polish on the nickelplated knob of the door of opportunity.

It means a brightening up of the name over the door with the best cleaner in the world which is labeled "industrious effort."

As an advance thought for the spring season, think this over.



A new broom sweeps cobwebs clean when it's covered with an old towel.



MARCH, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis..1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis..608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland.....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian	Co., Ltd., London, Ont.

Volume 9

C. A. RASEY, Editor

Number 3

Now is the Time to Build

THERE is a reflection of good solid optimism in all the broad-minded surveys of the future. Now, more than ever, the truth of J. Pierpont Morgan, Sr.'s advice: "The man who sells short on the United States is a fool," is apparent.

Adjustment periods are unpleasant in many ways, but they are a healthy rehabilitation of the red corpuscles of business practice.

The slogan has been adopted—"1921 will reward fighters."

On this slogan is built the truth of the statement that now is the time to build.

Business in general has been going along testing the mettle of the other fellow.

The man with the constructional idea in his head that effort brings its own recompense is saying to everyone he meets—"This is a good year."

J. Pierpont
Morgan, Sr., made
His Business
Guesses
Truth



The real salesman is showing himself up—the order taker is being shown up. There is real work to be done and the real workers are being called to the front.

In building there is need of new work to bring old plants up to the proper condition for safe operation.

There is need for new work to put up the million of home roofs for which there is a crying demand.

Every business, standing on its own two feet, can state its position this way:—"There is enough work ahead to keep things going on a full day's working schedule just as long as I believe 'Now is the time to build.'"

The idea on which business is now being built is as old as the habit of barter and trade.

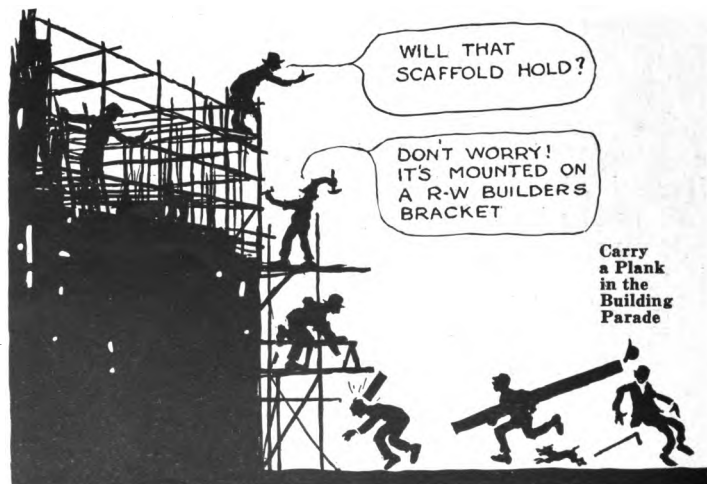
It is simply "Real value for the money spent"—an idea which has never yet failed to spell profit, permanence and prosperity, regardless of conditions or competition.

To-day the fifty years of careful attention to service, quality and value back of every Richards-Wilcox product is a real asset.

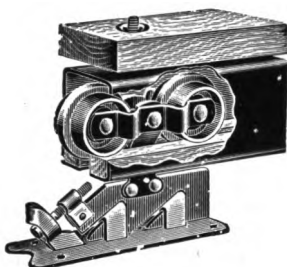
Starting with the slogan, "Now is the time to build," it is easy to see where you land.

Building, whether of confidence or whatnot, eventually means construction of buildings.

Wherever there is a building there are doorways; wherever there are doorways there is need for sliding doors; wherever sliding doors are used there is an R-W product which will best meet the requirements, and back of every R-W product there is the fairly and squarely earned reputation of "real value for the money spent."



Sliding Doors and Modern Architecture



HOUSE design moves in cycles. Years ago the practice was to build many small rooms, each one being shut off from the other in a manner affording no opportunity for throwing the rooms together.

The disadvantages of this kind of construction led to fewer rooms, each one larger than they had been. Sliding doors separated the rooms, or enabled the householder to throw them together for larger space when it was desirable.

The old types of sliding doors were hard to open or close, and if ever the doors got stuck it invariably meant tearing down partitions to correct the trouble.

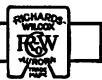
The sliding doors were displaced by portieres. The portieres made it impossible to secure privacy between



The New Way with
R-W Sliding
Doors

The Old Way.





connecting rooms. They were a poor substitute for the doors.

Then apartment buildings and bungalows came along with all the rooms on one floor and with kitchenettes and swinging doors.

The swinging doors were inconvenient. They took up too much room swinging back and forth. They had, and still have, a nasty habit of bumping any one on the opposite side from which they are being swung.

R-W house door hangers for sliding doors solve the problem of privacy, wide-open room spaces and swinging doors, by giving sliding door construction that is noiseless in operation, that affords invisible fittings, still permits the use of draperies for decorative effect and has made possible convenience, comfort and privacy for the home owner with modern floor plans.

In apartments or large homes where the living room opens into the dining room the convenience of sliding doors suspended on R-W hangers when dinner is being placed on the table is immediately apparent.

In apartments the replacing of swinging doors in narrow hallways, sometimes dark, by sliding doors suspended on R-W door hangers is too obvious to need comment.

The ability to shut rooms off when the young people are entertaining makes the home a pleasanter place to live in.

And this is only the start of reasons.

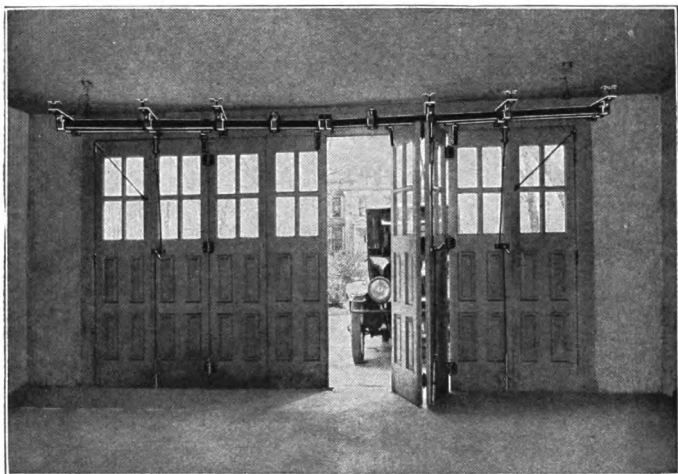
Sliding doors moving noiselessly, easily and so hung that they are completely out of sight when open, tightly closed when shut, are one of the most important factors in the new cycle of house architecture.



America's Standard Garage Door

THERE are more than 7,000,000 passenger-carrying automobiles in service in the United States today. At least 5,000,000 of these cars are kept in private garages or barns.

The most important thing about a garage, outside of having it weatherproof and equipped with a solid floor, is the door equipment.



The doors must afford a wide opening; even for a one-car garage. This makes swing doors either a nuisance or impossible to use. Sliding doors are the only solution.

With the steadily increasing number of women drivers, the sliding doors must operate easily, R-W sliding door hangers are the safest solution.

The conditions of present day building, especially in the larger cities, put exacting requirements on size. This makes the wide choice offered in the R-W line a definite reason why R-W hangers are so generally used that they have become accepted as America's standard garage door.

Reasons in feet and inches are given in our special Garage Door Catalog.

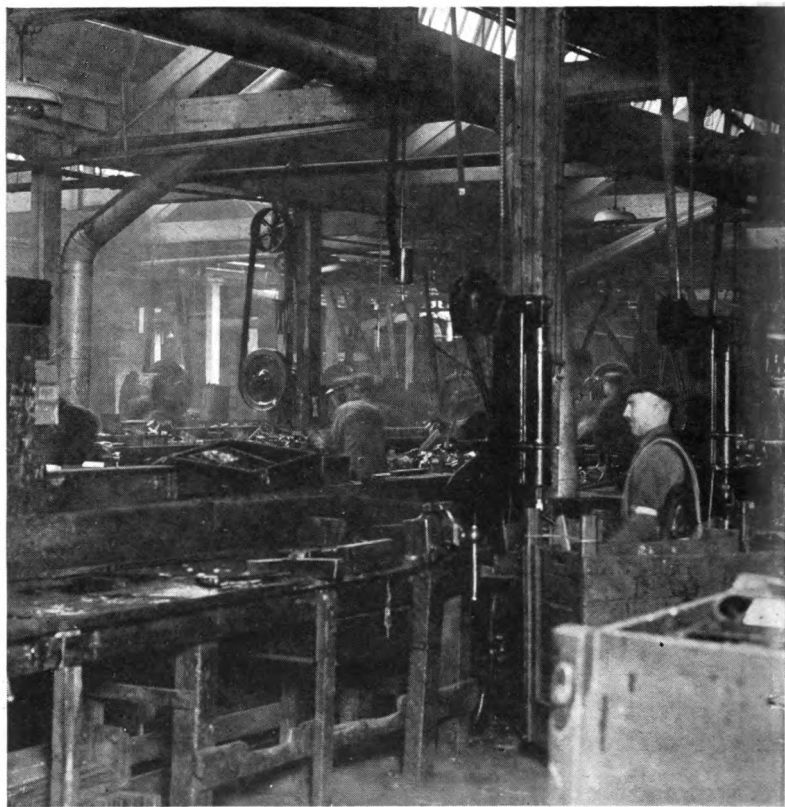


What R-W Workers Do

Final Assembly and Final Inspection

HERE is a section of the huge working space in which R-W house door hangers, barn door hangers and garage door hangers are assembled and inspected.

Brought, in their several parts, from other depart-



ments and delivered in truck loads to the final assembly floor, they are riveted together, tested and turned over to the dipping room for the finish which sends them out in their "store clothes."

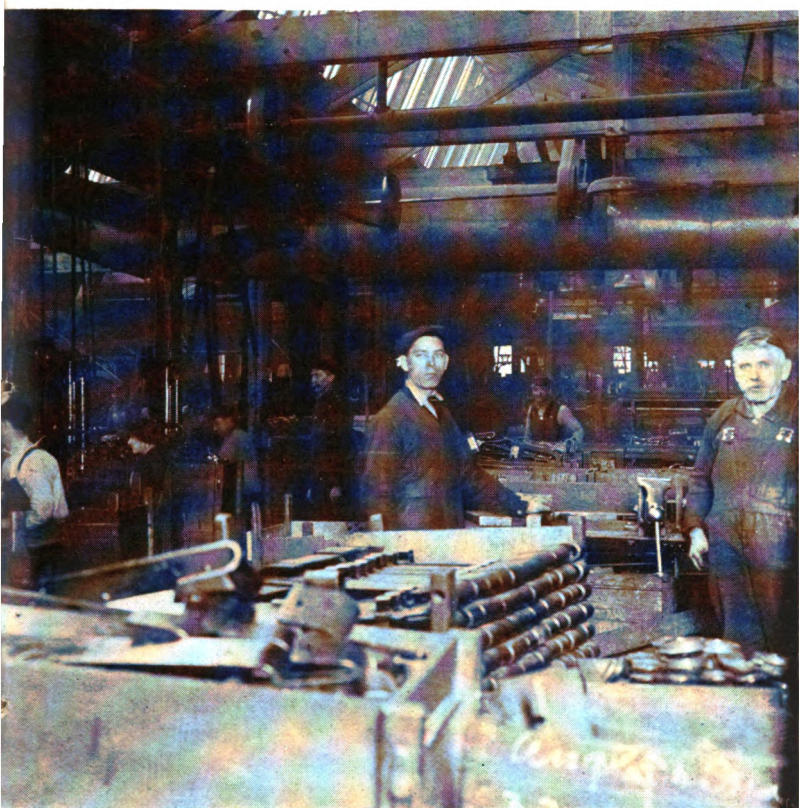
In the final assembly department the rattle of riveting hammers, drill presses and punch presses makes one think of a ship builders' yard where the pneumatics are shooting home the heads of the huge rivets.

After the assemblers have finished their work of putting the hangers, rollers and other parts together

the testers start their work of determining that each part as it goes out shall go out absolutely right.

Every hanger is tested out in this room to see that it runs smoothly over the track. Every bracket plate is tested out to see that it fits properly.

When the final assembly and inspection department gets through with its work and only the dipping remains, the part which is going out is certain to be right.



Paste this in Your Hat I WILL:

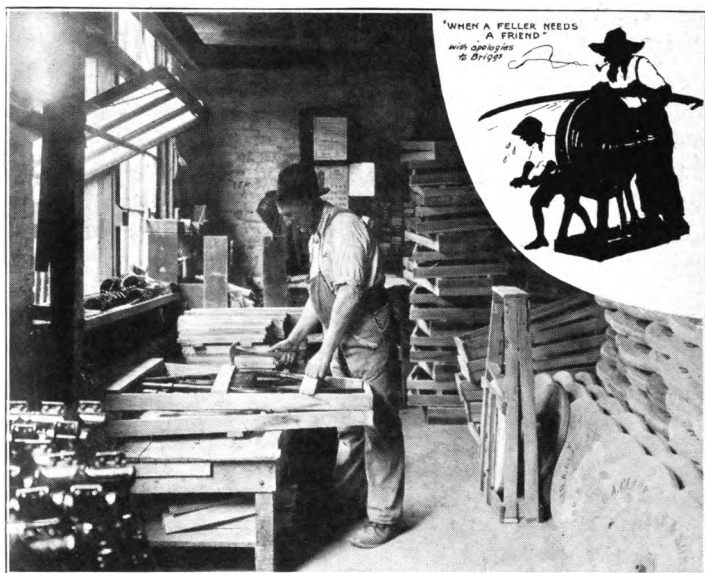
Be courteous and just—always.

Be honest with myself and with the other fellow—always.

Be constructive in my praise and in my criticism—always.

Be gratefully glad for the good that comes to me and undismayed by the bad—always.

Be properly appreciative of the opportunity afforded me to work—always.



Crating Edges for Tools

THE packing room for crating grindstones to satisfy the spring demand is a busy place this time of the year. From here R-W grindstones are going to every part of the country as fast as we can get them crated.

They are going in eighteen sizes and types; more if you have special orders, and for all purposes.

They are going out, to be operated by hand, by foot and by power.

They are going out to make new friends and further sustain the reputation which has already been developed for Richards-Wilcox built grindstones—to give the sharpest edge with the greatest convenience, at the

lowest ultimate cost, because of the long life and steady good service from the stone.



"One Dog Power"—
Thru Courtesy
Columbian Paper Co.
Auburn, N. Y.



Series of Doors Hung on R-W Ideal Elevator Door Hangers. Greenhouse at Deal Beach, N. J.

Uses Ideal Elevator Door Hanger on Greenhouses

FROM New York we have just received a decidedly interesting photograph of a greenhouse located at Deal Beach, New Jersey, in the construction of which many double sets of 727 Ideal elevator door hangers are used.

The architects who designed this elaborate greenhouse wanted proof against rusting. They wanted a door that stayed solidly in place, that operated easily and helped to maintain the atmosphere of richness which was the keynote of the construction. How many uses for Ideal door hangers have you thought of outside that of elevator doors alone? How hard are you getting after them?



View of Greenhouse of Private Residence, Deal Beach, N. J., Equipped with R-W Ideal Elevator Door Hangers.



1337 Stories of Door

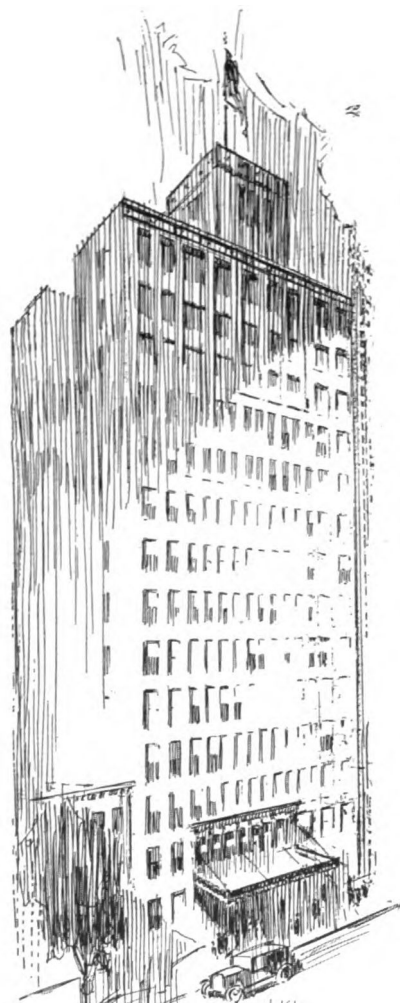
IN NEW YORK CITY alone there are 1337 stories of elevator doors, all equipped with Ideal Elevator Door Hangers.

Placed one on top of the other, the buildings in which these hangers are used would tower nearly 15,000 feet in the air, reaching an elevation nearly 1,000 feet higher than the summit of Pike's Peak.

Allowing for a 15 second stop at each floor and five seconds for the lift between floors it would take one elevator 446 hours and 20 seconds to make

An Out and

WHAT photographs have you, and what more can you get, showing R-W installations of particular interest? Remember, the other fellow is just as far away from you as you are from him and if you wonder sometimes why he doesn't



Ideal Elevator Hangers

the trip covering the entire height represented by the 1337 stories.

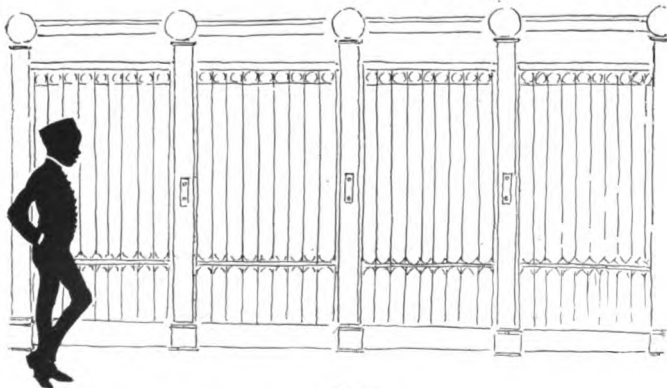
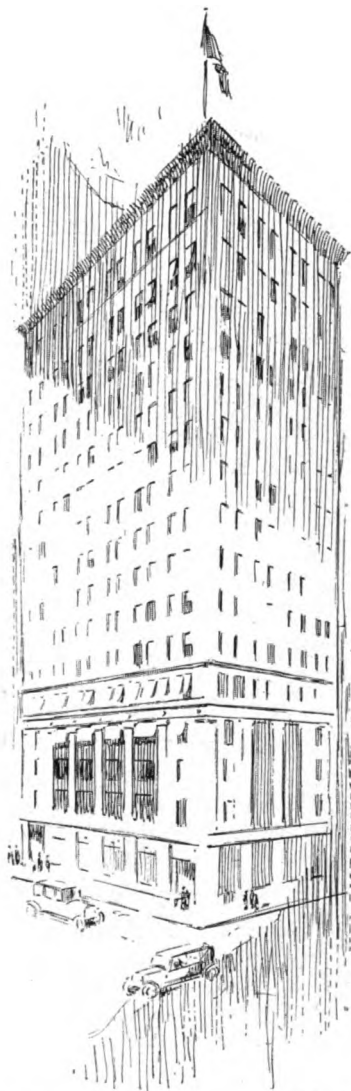
All of which is not so much a part of the story as the fact that R-W Elevator Door Hangers are rapidly becoming the same far-away-ahead leader in their field as are other R-W door hangers in other fields.

The familiar adage about the world finding its way to your door if you build a better mouse-trap than the other fellow is equally true with door hangers.

Out Request

tell you more about what he is doing, he is wondering the same about you.

The greenhouse illustration in this issue of DooR-Ways is especially interesting—send in any pictures you have.



“Such a Little Thing”



IT WAS such a little thing that we just couldn't get at it. We have a lot to do around here." The storekeeper was talking to a customer who had complained of lack of attention.

This proprietor was a "storekeeper," not a merchant. No real merchant ever tells a customer that anything is too little to have earnest attention.

What may be small things from the position of one in the store are not from the customer's point of view. If you have the feeling that the customer's request is insignificant, also have the sales sense not to say so. To treat it as trifling is to insult or to irritate one whose good will may be worth many dollars to the store.

Did you ever give much thought to the truth that it is attention to little things which builds up big reputations?

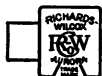
It is a little thing for the Hotel Statler Company to have a paper put under the guest's door every morning, with the compliments of the hotel. It has proved to be a big thing in cultivating good will. It has enabled the Hotel Statler Company to do business on a large scale in four American cities.

It is a little thing for a store to instruct its sales people that low-priced goods are never to be referred to as "cheap goods"; but as long as the rule is observed by employees no customer in the great Marshall Field store, of Chicago, is made to feel embarrassed because she wants popularly-priced merchandise.

It is a little thing, apparently, to fail to listen for a minute to what the customer says. But that half-minute lapse from good selling methods may be just the weak link that loses the sale.

It may seem a little and a harmless thing to be a bit fresh with the customer, or to be over-familiar or sarcastic with a fellow-employee in the customer's presence; but such overstepping produces an impression on the customer that may not be erased for years.

You have heard the old saying: "For the want of a nail, the shoe was lost; for the want of a shoe, the horse was lost; for the want of a horse, the rider was lost," and so on. It is the same with everything: Lack of attention to the little things means lack of strength for the big.



Free Want Ads

FOR SALE OR TRADE—HARDWARE BUSINESS

Will sell hardware and store business established 41 years. Wish to retire—being 75 years old. Also 3 story brick building. Some splendid agencies. Good established trade. Building and stock \$25,000. Address Jos. Hamill, 315 Belle St., Alton, Ill.

One of the best stock Hardware and Plumbing Stores, with machinery, etc., in New York State, near Utica. Liberal discount for cash. Ill health necessitates sale of this growing business. Address FEG, care "DooR-Ways."

A hardware and implement business located in one of the very best towns in the Rocky Mountain section—at 1918 inventory price. Ideal location; prosperous farming country. This business has in it possibilities for development and expansion limited only by amount of capital and energy applied. It requires \$12,000 to handle the deal right now. Address H. E. E., care of "DooR-Ways."

For Sale—or will trade for land or city property, red hot hardware and implement business, including a small hotel, with all buildings and over one block of ground. A \$2,400 interest in a wholesale hardware house goes with it. Value about \$50,000. Reason for selling, old age and poor health. Address the Little Store, Box 69, Pingree, N. D.

Lumber yard and Hardware store, in the best town in Western Iowa, will sell one or both, reason for selling, wish to retire. Inquire E. A. Smith Lumber and Hardware Company, Whiting, Ia.

Farm Implement business for sale, owing to our inability to take proper care of it on account of other business. Agency for the I. H. C. \$40,000 volume of business during the 1920 season. Situated in McVillie, N. Dak., surrounded by good farming country and well-to-do farmers. Address McVillie Auto & Supply Co., McVillie, N. Dak.

For Sale—A hardware store with tin, plumbing and heating shop in connection, doing from \$30,000 to \$40,000 business a year. Located in Illinois. Address B. E. G., care of "DooR-Ways."

FOR SALE—FARMS

For Sale—On Maine Coast. Fine old estate about 250 acres, 1000 feet shore frontage, 14-room house, two barns, ice house, tool house, poultry house. Also complete set farming tools, carts, wagons, sleds. All buildings in good repair, well painted, and have recently been occupied. Will sell for cash or exchange for your hardware stock. Address James H. Jones, care of Decatur & Hopkins Co., Boston, Mass.

A good improved farm of 200 acres in Southern Minnesota. Two miles from town. Will sell or trade for a good hardware stock. Address L. J., care of "DooR-Ways."

160 acres, Wexford County, Michigan land, near Big Manistee River. Fine land, location and climate. Will sell at \$10.00 an acre, (less than one-third value) one-half cash. Address "Q," care of "DooR-Ways."

3200 acres farm and timber land near Shreveport, Louisiana, with an eight foot band saw mill and fifteen houses. Level bottom lands, adapted especially to cotton, corn and oats. The oil prospects are good. Will trade for lumber yards, or will sell any part of it. Address Philip Voorhees & Son, Logansport, Ind.

360 acres of land situated in State of Louisiana, Parish of Livingston, Range 2-3, five miles from R. R. station. Dwelling, barn, flow well. Price \$10,000. Address D. N. C., care of "DooR-Ways."

FOR SALE

One National Cash Register registering \$99.99. Three floor show cases, oak finish in good repair, tinners' tools, plumbing tools, desk, bolt rack. Also small stock of hardware. Address L. M. Corn, Prairieburg, Ia.

One Western Saddle complete with all straps. Regular value \$65.00. Slightly used. A real bargain at \$25.00. One second-hand office desk; size 12 ft. long, 5 ft. high, 4 ft. wide. Has eleven drawers and two doors for supplies, etc. Also has a full top screen with a cashier window in the center. Worth \$85.00. Will sell it for \$40.00 f.o.b. here. Quality Hardware Co., Dorchester, Wis.

For Sale—Chest of carpenter tools. A complete set, in nearly new condition. Address P. O. Box 65, Dayton, N. Y.

HELP WANTED

First-class Tire Vulcanizer, Atylene Welder, Battery man, each to take charge of own departments in a \$100,000 garage. Address, J. J. Klag, Tonica, Illinois.

Intensive advertising, slogans, publicity campaign, trade names, pulling personality letters, verse. M. Y. Crowder, 816 Donelson Ave., Nashville, Tenn. Phone Walnut 1206. Press clipping service.

POSITION WANTED

An experienced builders' hardware man who has been recommended to us as a "cracker-jack," wants to make a connection with a good live concern. This man is especially experienced in so-called Art Hardware, but is also a good all-round man. Address W. R. H., care of "DooR-Ways."

How Far Can a Man Push a 500 Pound Load?



Not an inch if it is resting on the floor —

The whole length of a building if it is suspended from an



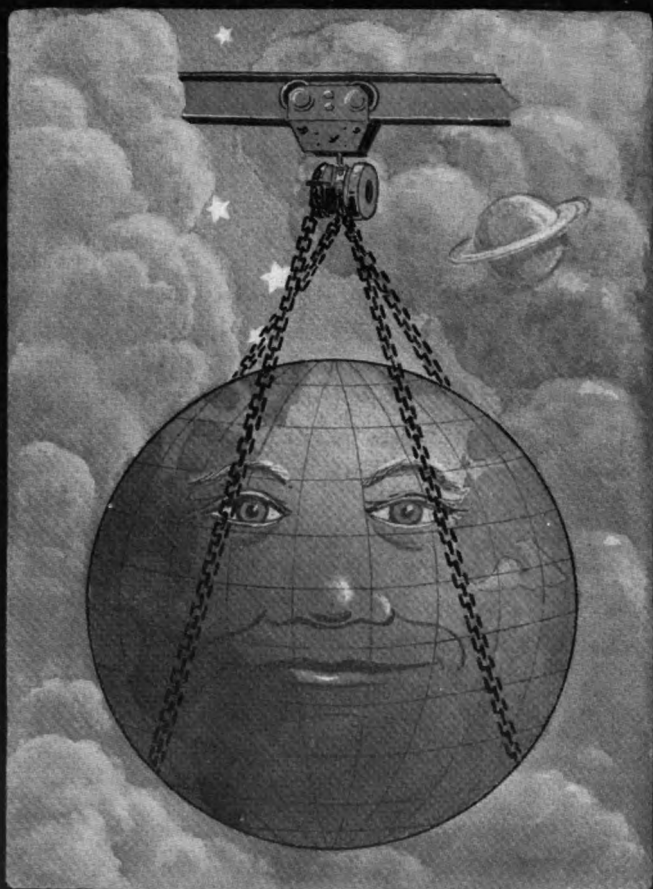
track —

And he can easily move it around corners; swing it just where he wants to, and do it many times a day.

Here is a way of reducing labor costs and building up real efficiency.

Complete information in Catalog B-A23.

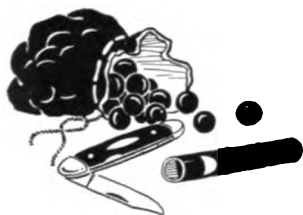
THE NEW YORK
PUBLIC LIBRARY



April 1921



Marble Time Is Here



NOW are the days when Jimmie Jones pulls his bag of marbles out of the drawer and scouts around for an eager victim; the warm, muddy ground makes an ideal rolling spot where he hopes to take an envied "glassy" from Tommy Smith.

Bobby Hall polishes up his jack-knife and scurries to the nearest patch of willows to cut a sappy branch to make a whistle.

"Sister" dons "Big Sister's" galoshes and splashes through April puddles warding off the warm rain of April skies with an over-sized umbrella.

Mother putters around among the jonquils, and looks over the rose bushes lining the front walk.

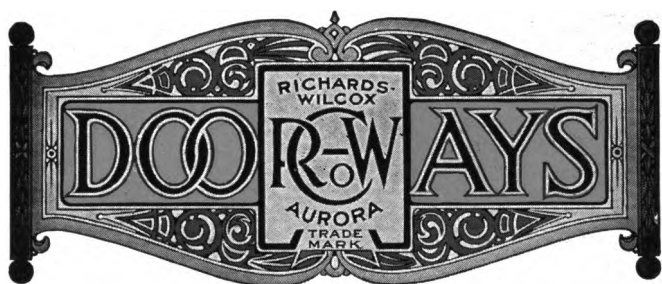
Dad speaks of the sleeping porch and the breakfast room he had wanted to add to the south corner of the house, and remarks to Mother that Multifold windows might be a good thing for the upstairs sleeping rooms.

In general, just as Mr. Bear crawls out of his winter hibernating place and looks at the world with a fresh eye, Ma and Dad and the rest of the family look the old place over, go into conference with the bank book, and figure out the very best way to make the improvements they have been planning on for some time.



It is a pretty good time to know people, and know what they have in mind.

For, just as surely as Jimmie likes to play marbles, and Bobbie likes to make willow whistles, Ma and Dad like to figure that they will show their appreciation of the spring and summer by adding to the home those things which catch spring and summer for them, and hold them in.



APRIL, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

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Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

C. A. RASEY, Editor

Number 4

Salesman

A Man Who Sells Goods

THE man who wrote the dictionary certainly gave a concise and clear cut definition of the word salesman—a man who sells goods. This eliminates the order taker, the man who tries to work his friends for sufficient volume of orders to make a showing with the boss, and puts the situation down on a bed rock basis of selling.

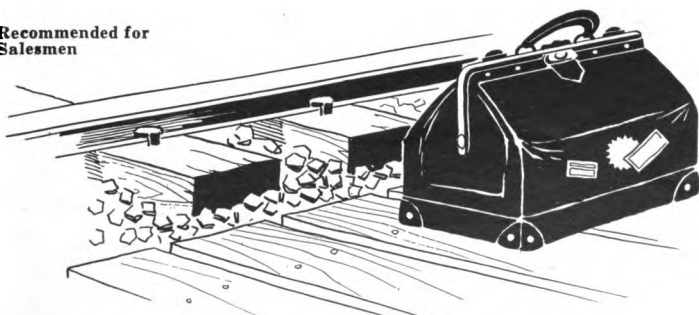
Every man whose business it is to cover a certain territory as a representative for a manufacturing organization, or a distributor whose income is derived from the sales of the goods built or handled, should carefully study the definition the dictionary gives to the word salesman.

It does not say that he is a man who shakes hands the heartiest, who smiles the broadest, who talks the loudest or longest, who makes the most calls in a day. It does say that he is a man who sells goods, and the man who sells goods makes enough calls every day, whether he makes one or a dozen.

The ability to sell goods depends upon three important mental attitudes—courage, courtesy, conviction.

A real salesman faces every condition with firm belief in himself and his ability to meet any situation he may be called upon to face. This is the courage part of it.

Recommended for
Salesmen



He treats the man he is talking to with a deference due to his position, maintaining his own dignity, but also maintaining the respect of his prospective customer, by his own handling of any argument in question, or any desire for explanation. This is the courtesy part.

He believes in the goods he sells, knows where they can be used to advantage, how they can be used profitably, and why they can be used with the greatest satisfaction. This is the conviction part of it.

With these three mental processes functioning in the right way, and with good judgment dictating as to where he should make his call for sales, a real salesman substantiates in every day's work the dictionary definition "A man who sells goods."

When Jim Healy landed a five-year contract to furnish all the horse-shoes used by Barnum & Bailey's Circus, in the face of the most strenuous competition that could be brought to bear against him, he won out because his salesman analysis of the buyer's frame of mind was built on courage, courtesy, and conviction.

He believed in the horse-shoe he was selling. He had the courage to wait all day while other salesmen presented their story to the buyer; he had the courtesy to select a time inconvenient to himself, but convenient to the buyer, and he had the business foresight to know that the constant stream of salesmen tumbling over each other for an interview, left the mind of the buyer in a confused state.

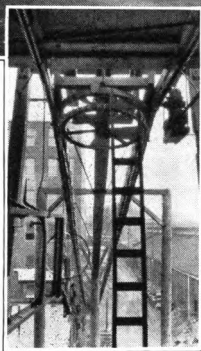
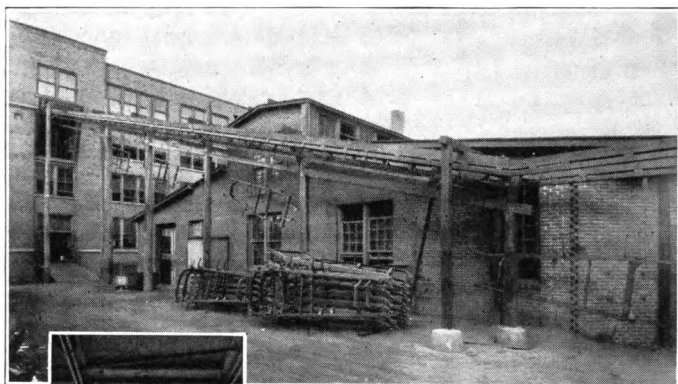
Jim Healy waited until every other horse-shoe salesman had had his talk, then he added two hours to his wait for good luck, reached the buyer when he was in a clear frame of mind, told a quick, concise, convincing story, and secured the order.

In selling it is not always the early bird who catches the worm; it is more often the bird with the keenest eye and the correct judgment as to when to look for the fattest worm.

Steam in salesmanship is about the same as it is in a locomotive; it needs to be guarded with governors, eccentrics, and other regulative devices, so that it is not utilized until the piston is in position to receive it, and deliver its full working capacity.

In selling don't rush, don't loaf, don't be too confident, don't give up too readily. Strike the sane balance between these four, and know that the other man's opinion of you and your work is exactly what your own opinion is of yourself and the goods you sell.





**"Over-Way" as used by
Vellie Motors Corporation**

Over-Way Conveying Systems and Heavy Loads

MOVING heavy loads has always been one of the big problems of industry. Improper provisions for moving heavy loads have always been one of the most expensive items in wasteful over-head.

It took thousands of Egyptians generations to build the pyramids.

Modern load motor machinery can duplicate the pyramids in the time it took these thousands of toilers to move one block.

Modern labor combines intelligence with brawn. There are so few men who can lift a 500-pound weight that we buy tickets and go to the theatre to see them, and yet any man with a little head work and the aid of modern weight moving equipment, can lift many times this amount, with no unusual muscular effort, and carry it to any place he wants to.

Richards-Wilcox "Over-Way" Carrying Systems are the solution, so far as industry is concerned, of the building of pyramids, of the lifting of huge weights.

Howdja like to be
an Egyptian?





They will play just as permanent a part in the history of industry as did the efforts of the Egyptians in the history of building.

The accompanying illustration shows an ingenious method of using Richards-Wilcox "OveR-Way" System adopted by The Velie Motors Corporation, to solve the problem of wasted time in carrying automobile frames from the receiving room to the Chassis assembly floor.

By the old process this required the loading of the frames, wheeling them to an elevator, lifting them to the third floor, unloading and carrying to the necessary position.

This took time and men, and meant an excessive overhead.

The R-W System as installed utilizes an inclined plane and a power driven endless chain.

The frames are suspended from hooks on the conveyor trolleys; the trolleys are engaged by a chain moving up the incline, and at the top the frames are lifted off the hooks, all ready to go through the process of manufacture. Only one man to put the frames to the hooks at the bottom of the incline and one to remove them from the hooks at the top of the incline, are required.

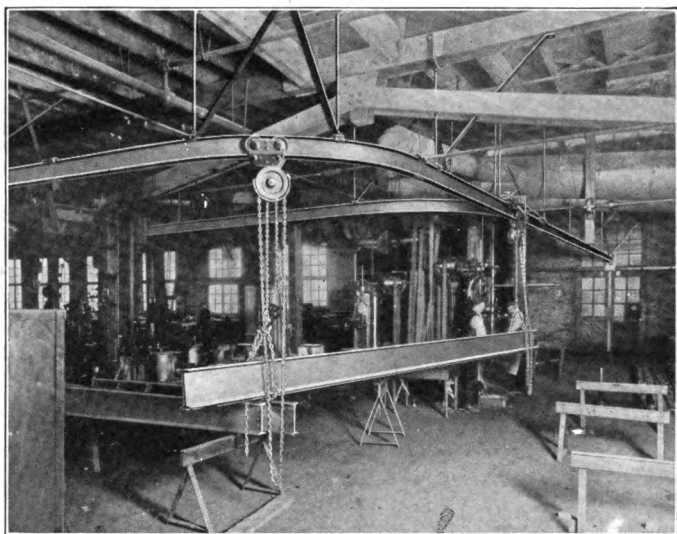
There is no waiting for elevator service, and a continuous procession of frames can be carried all through the working day.

We show in the illustration a general view of the inclined plane construction, and a view looking from the third floor of the factory buildings to the ground.

Another ingenious use of R-W "OveR-Way" Carrying Systems is that employed by a large fruit warehouse handling thousands upon thousands of bunches of bananas. The bananas are unloaded, suspended on a hook, carried by the trolley of an R-W Conveying System, swung down the track and into the refrigerating warehouse.

In foundries R-W "OveR-Way" Conveying Systems are installed in complete systems, reaching to every operation in the





foundry and carrying the finished product to the central track system, from which it is carried out to the shipping platforms.

An interesting phase of work in foundries is denoted in the statement of one large foundry man, that for every ton of completed product there are 168 tons handled.

By this statement it is meant that the number of operations from the handling of the ingots and the fuel and the ladles, down to the handling of the completed product, the equivalent of one ton in weight is moved at least 168 times.

Figure the ease with which this can be done with an R-W "Over-Way" Conveying System, and then figure the difficulties attendant upon moving the same amount of load by any other system, and you can readily appreciate what R-W saving really is when it comes to heavy loads.

New Overway Catalog Now Ready

We have just completed a large and elaborately illustrated, complete catalogue of "Over-Way" Carrying Systems. Your own individual problems, or problems so close to you that they may be considered as being exactly the same, are fully treated in this complete presentation of the modern method of load-moving in up-to-date industrial plants.

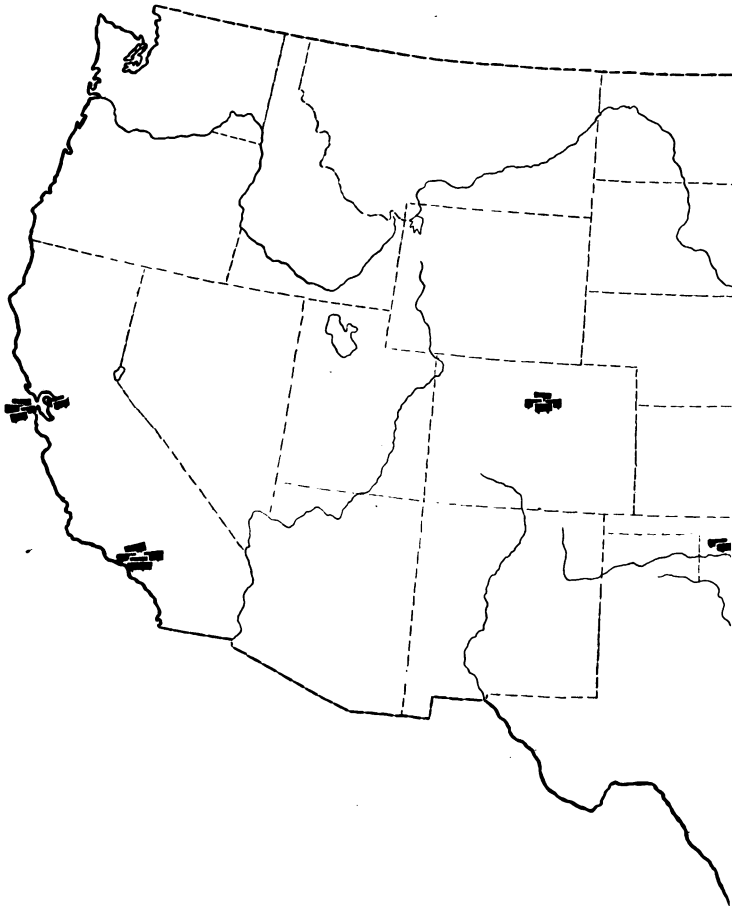
Send for this new catalogue. It is well worth any amount of time you can give to studying it. Ask for BA23.



What R-W Workers Do

A LONG with the animate workers for Richards-Wilcox, who keep the wheels going, there is a big army of inanimate workers, toiling on day and night, through stormy weather as well as fair, doing their important part in building up the name of Richards-Wilcox wherever the products built by Richards-Wilcox Manufacturing Company are shown.

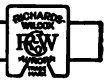
This army is a chain of bill-boards, stretching from Boston on the east to San Francisco on the west, and generously dispersed north and south of the line straight across the country.



Seen by travellers on trains, by motorists, by pedestrians, they are always telling one story, and that story is the strength of any product built by Richards-Wilcox.

Adjacent to the bigger cities they are convincing builders, architects, hardware dealers, lumber yards, and all other profitable centers of distribution of R-W products, of the real strength of Richards-Wilcox Manufacturing Company.

They are seen by hundreds of thousands of people every day. Travellers who see them in the East see them again in the West, until the impression has become broadcast that for good

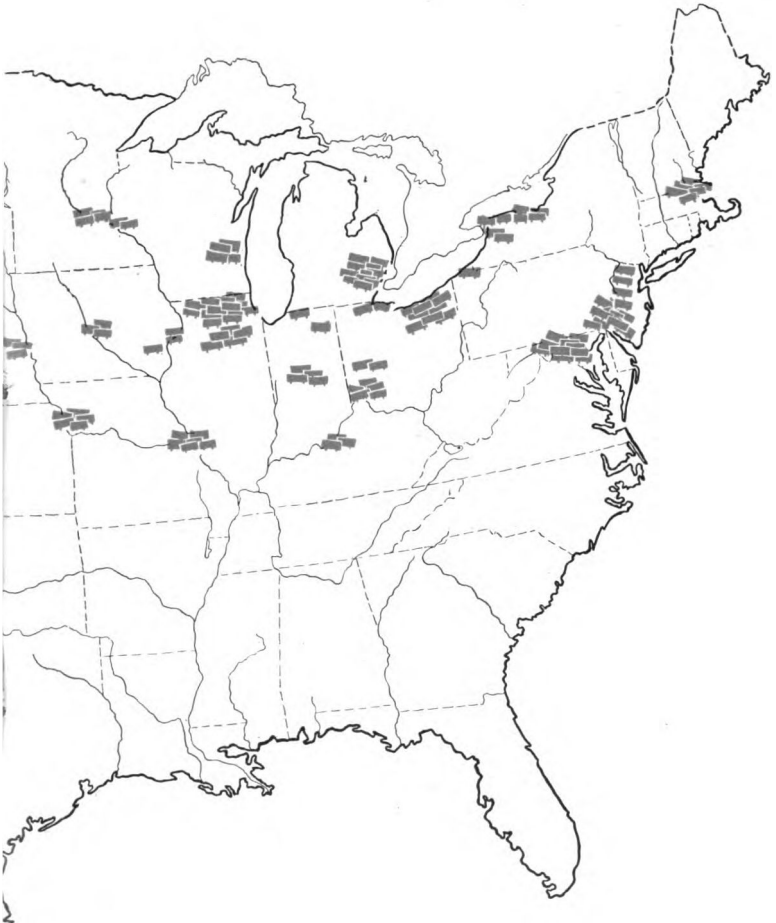


door hangers Richards-Wilcox must be consulted.

Our campaign on bill-boards is a part of our general publicity campaign, which is aimed at but one thing—the building of the popular conception of Richards-Wilcox until it shall stand indisputably at the top of the list everywhere.

These bill-boards are working for every man who in any way is representing The Richards-Wilcox Manufacturing Company. They are working twenty-four hours a day. Whenever anyone passes them they are flashing out the message of Richards-Wilcox.

Much thought has been given to their locations. A large amount of money is represented in their cost, but a proportion



of good will, far in excess of the proportion of time and expense, is achieved in the results they are steadily achieving, building up every day on the good will they have created the day before, or the month before, or the year before.

Look the map over, consider how these bill-boards are scattered along the many highways of travel, how in the bigger cities they are scattered over the many boulevards and inlets and outlets of the business districts; consider them being seen by the type of people who are ready and willing to listen to the story which you have to tell.

Multifold Windows and Springtime

MULTIFOLD windows are synonymous with Springtime, for in the Spring the minds of house owners turn to improvements and additions to the home. The sun porch, sleeping porch, and breakfast porch idea has been impregnated in the minds of nearly everyone who owns a house.

Sooner or later this addition will be made.

When it is made, multifold windows become a necessity.

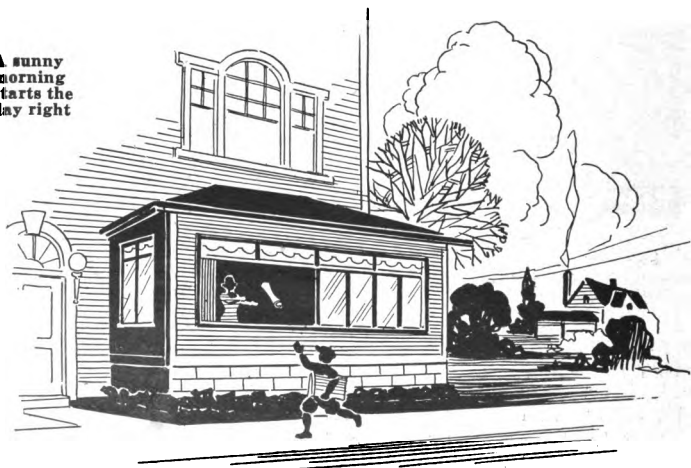
Richards-Wilcox "Air-Way" Multifold Windows meet, more fully than any others, the complete requirements of satisfactory window construction.

R-W "Air-Way" Windows are easier to operate—they are more scientific in their design—they open in as they should—they allow screens to be put on the outside of the window, where they belong and where they are not in the way of opening the window—they protect the windows against the heavy winds which tug at windows which open out—they are more convenient for the housewife—they make a better looking installation.

With "Air-Way" Multifold windows the opening may be made at any position, draughts avoided, just the right amount of air circulation secured. There is a possible combination of openings to meet every wish.

We believe this summing up of "Air-Way" advantages is sufficient.

A sunny
morning
starts the
day right





Vanishing French Doors for Fine Homes

MODERN home architecture leans toward large rooms and a provision for separating these large rooms at times, into smaller rooms, as occasion requires. They also call for possibility of open space between libraries and drawing rooms, or between living rooms and dining rooms.

It is considered good architecture to allow as much as possible the complete flooding of the entire floor space with light. This means, to a great extent, the eliminating of solid partitions, and the substituting of French doors.

With folding French doors the decorator must always take into consideration the room occupied by the doors when they are folded. With R-W Vanishing French Door Construction the doors, when open, simply slide noiselessly and quietly out of sight.

The advantages are at once obvious, for the full benefit of the opening is thus obtained without any inconvenience, and without any necessity for governing the interior decorations to suit the requirements of the door construction.

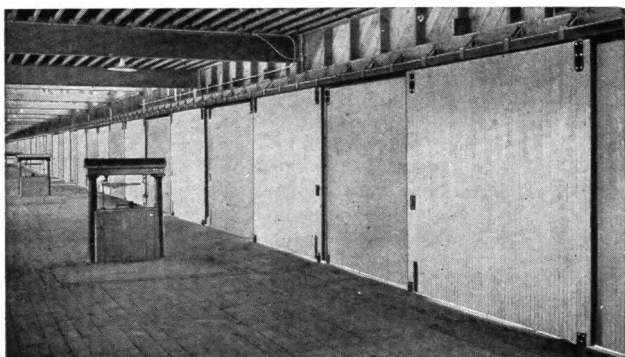
People want light open rooms, rather than musty dark rooms. They want to open up the rooms with the greatest convenience to themselves.

R-W Vanishing French Door Hangers meet these requirements.

And Vanishing Doors hung on R-W Hangers slide easily and noiselessly back at the mere touch of the fingers, and yet they are held solidly and substantially in place, in any position which may be desirable.

A real reason
for vanishing
French Doors





Warehouse Doors and Efficiency

DOORS are just as much a working part of plant equipment as are other features adding to the ease with which production is carried on. Convenient openings mean time saving in the moving of goods.

Antiquated warehouse door fixtures that jam, or roll off the track, or get rusty, leaving the doors to be pried open, wreck the temper of the workmen, consume time, and add to overhead.

Most manufacturers are recognizing this fact by installing the easiest rolling, best protected, most reliable warehouse door fixtures that can be bought.

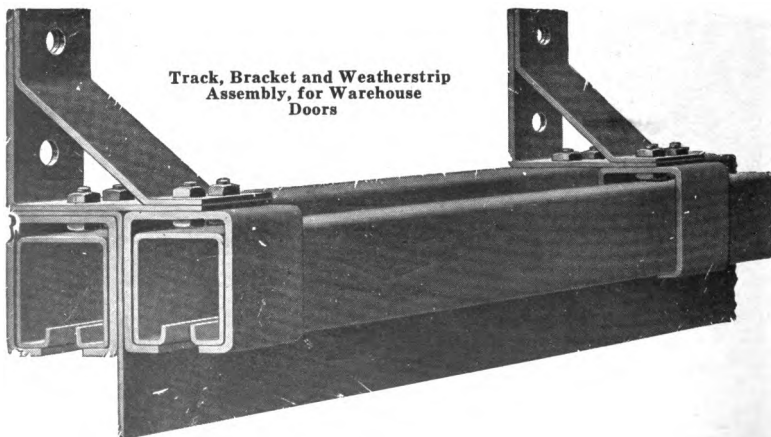
Here is where Richards-Wilcox steps in as a real factor in modern factory efficiency.

Old warehouse door fixtures all over the country are being replaced by Richards-Wilcox fixtures.

New construction is considering only R-W.

There is a size for every door.

Track, Bracket and Weatherstrip
Assembly, for Warehouse
Doors





There is an equipment for every requirement.

And there is real, genuine, money saving, efficiency increasing satisfaction in Richards-Wilcox equipment after it is installed.

There is equipment for parallel sliding doors, for single sliding doors, and for hoist doors.

And wherever R-W installations are used to meet requirements there is complete weather proof and trouble proof protection, once the installation is in.

In the illustration we are showing an unique installation of implement house equipment, which gives storm tight, wind proof protection, and yet permits the owner to open any desired point, or make any desired combination of openings for getting the implements out.

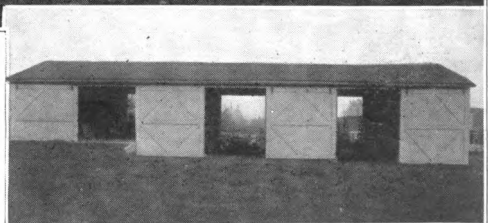
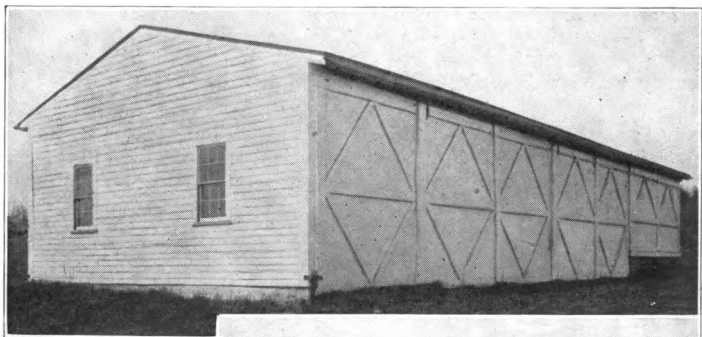
This means a complete relief from the necessity of moving the implements around, eliminates the necessity of waste space to permit moving inside the building, and therefore makes each foot of floor space much more available, and concentrates the storage facilities in the smallest possible area.

What has been done in the case of this storehouse can be done equally as well by any manufacturer.

It is merely a case of looking over your requirements, finding out how you are using the space in each building, drawing up your door installation requirements for the maximum utility of this floor space, and for ordering the right kind of R-W equipment to take care of the installation.

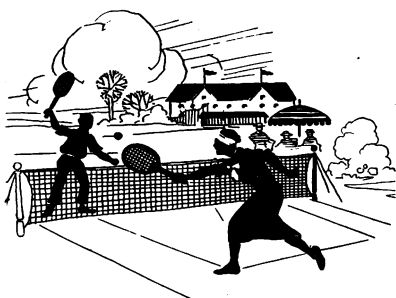
Waste floor space is just as costly as waste time, and should be figured in as an item of overhead expense.

The utilization of every inch of floor space to its maximum ability is saving money and reducing overhead cost, and it should be considered just as valuable a part of the arrangement and operation of your plant as any other phase of your work.



A suggestion you
can follow

Good Air Is Good Business



GOOD fresh air is good business for any man meeting present day business conditions. There is hardly a conspicuously successful man exists who does not have some hobby in the way of outdoor sport.

Men well past middle age are younger mentally and physically today than were the young men of forty or fifty years ago,

simply because they have learned to utilize the rejuvenating force of outdoor sports.

Look at the men around you who are the youngest in mind and in physical condition,—look at the sports they enjoy. One may be a fisherman, another a hunter, another a tennis player, another a golf enthusiast; one may take to rowing, another to sailing, and still another to long tramps through the woods.

It is safe to assume that all have some one particular athletic hobby which they pursue.

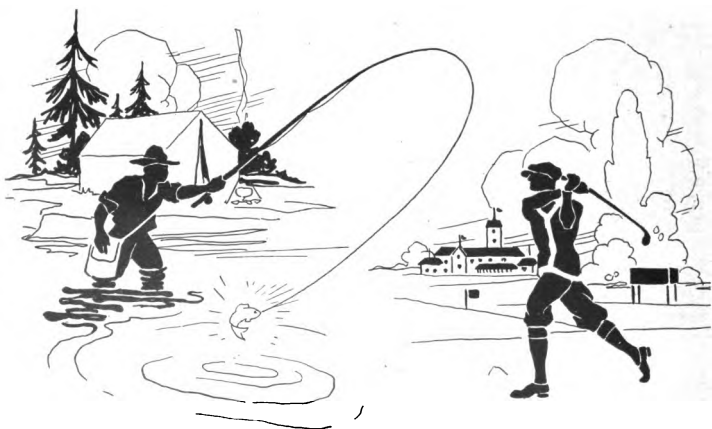
Find one for yourself.

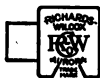
The hottest day of the year means nothing to the man who goes onto the tennis court and unwinds himself through five strenuous sets.

A three and a half or four mile walk means nothing to the man who walks it, drawn on by the compelling urge of a golf club, or a refractory golf ball.

The man who rows a shell and at the finish of his rowing tumbles off into the water for a swim, is healthy, alert, and aggressive.

There is a wide range of outdoor sport to select from. Make your choice, stick to it, learn the game, play it well, and you will find that the dividends it pays in increased business efficiency will make all your efforts well worth while.





Want Ads

FOR SALE OR TRADE—HARDWARE BUSINESSES

The only general merchandise store in Troy Grove, LaSalle Co., Ill. Located in heart of one of the best farming communities in the state. Stock will invoice \$20,000; doing annual business of \$100,000. Building is two-story, 60x80; will sell or rent. Good opportunity for the right man. Owners wish to retire. Address Short & Kaemmerer, Troy Grove, Ill.

Will sell hardware and store business established 41 years. Wish to retire—being 75 years old. Also 3-story brick building. Some splendid agencies. Good established trade. Building and stock \$25,000. Address Jos. Hamill, 315 Belle St., Alton, Ill.

One of the best stock Hardware and Plumbing Stores, with machinery, etc., in New York State, near Utica. Liberal discount for cash. Ill health necessitates sale of this growing business. Address FEG, care "Door-Ways."

A hardware and implement business located in one of the very best towns in the Rocky Mountain section—at 1918 inventory price. Ideal location; prosperous farming country. This business has in it possibilities for development and expansion limited only by amount of capital and energy applied. It requires \$12,000 to handle the deal right now. Address H. E. E., care of "Door-Ways."

A hardware store with tin, plumbing and heating shop in connection, doing from \$30,000 to \$40,000 business a year. Located in Illinois. Address B. E. G., care of "Door-Ways."

FOR SALE—FARMS

120 acres timber land in Bayfield County, Northern Wisconsin. Enough timber to pay for land and clearing, when cleared the land is worth \$100 to \$150 per acre. Price \$25 per acre. Address Chas. T. Bush, 825 Julien Ave., Dubuque, Iowa.

160 acre farm, one-half mile from Deepwater, Mo. Good land, location, improvements, or will trade for good clean stock of hardware and implements. Well located. Address L. L. Ream, Green Ridge, Mo.

On Maine Coast. Fine old estate about 250 acres, 1000 feet shore frontage, 14-room house, two barns, ice house, tool house, poultry house. Also complete set farming tools, carts, wagons, sleds. All buildings in good repair, well painted, and have recently been occupied. Will sell for cash or exchange for your hardware stock. Address James H. Jones, care of Decatur & Hopkins Co., Boston, Mass.

A good improved farm of 200 acres in Southern Minnesota. Two miles from town. Will sell or trade for a good hardware stock. Address L. J., care of "Door-Ways."

160 acres, Wexford County, Michigan land, near Big Manistee River. Fine land, location and climate. Will sell at \$10.00 per acre, (less than one-third value) one-half cash. Address "Q," care of "Door-Ways."

3200 acres farm and timber land near Shreveport, Louisiana, with an eight foot band saw mill and fifteen houses. Level bottom lands, adapted especially to cotton, corn and oats. The oil prospects are good. Will trade for lumber yards, or will sell any part of it. Address Philip Voorhees & Son, Logansport, Ind.

HELP WANTED

A good tinner in a good Oklahoma town of 3500 population. Only one tinner in town. Good chance to work with hardware firm or independent. Address BGG, care of "Door-Ways."

FOR SALE—MISCELLANEOUS

One 6-blade safety razor blade sharpening machine as good as new. Cost \$250. Will sell for \$100. Address Glen Adams, Deadwood, S. D.

Ormsby Bulls from good A. R. O. dams. Quality and Type. Write for pedigrees and prices. Mankato Holstein Farms, Marlow & Randall, Mankato, Minn.

Retail coal business in city of 150,000. 60 miles from New York City. Tidewater facilities. 5 acres of land. Room for lumber and mason's supplies. Price \$65,000. Cash \$48,000. Address A. B. C., care "Door-Ways."

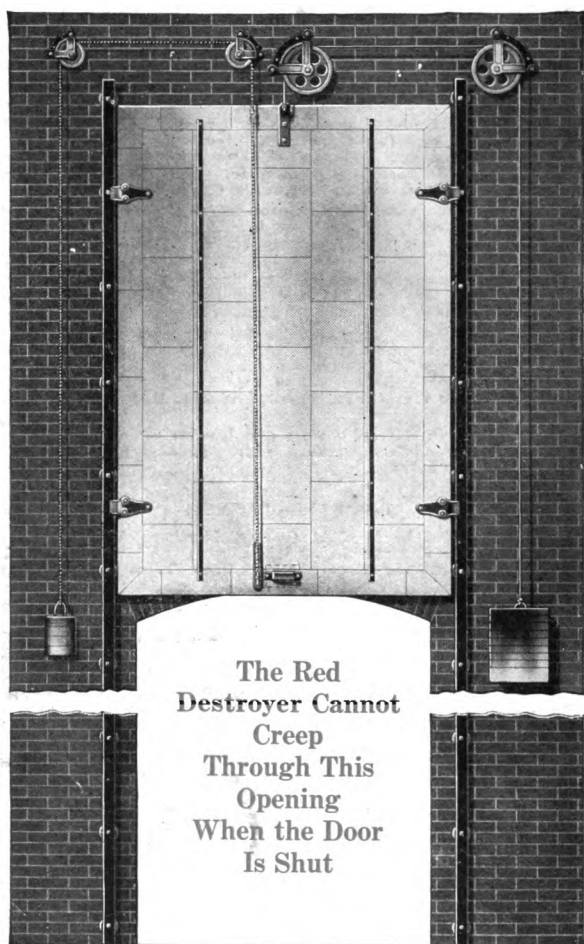
POSITION WANTED

An experienced builders' hardware man who has been recommended to us as a "cracker-jack," wants to make a connection with a good live concern. This man is especially experienced in so-called Art Hardware, but is also a good all-round man. Address W. R. H., care of "Door-Ways."

MISCELLANEOUS

Intensive advertising, slogans, publicity campaign, trade names, pulling personality letters, verse. M. Y. Crowds, 816 Donelson Ave., Nashville, Tenn. Phone Walnut 1206. Press clipping service.

FIRE DOORS



Insurance Pays Money Loss

But how about the loss of time and interruption on work in the manufacturing department, which the Red Demon chuckles over as he creeps through unprotected factories?

Richards-Wilcox fire doors are insurance against the loss which money cannot cover.



Richards-Wilcox Mfg. Co.
A Hanger for any Door that Slides
AURORA, ILLINOIS, U.S.A.



DOORWAYS

RICHARDS.
WILCOX

AURORA
TRADE
MARK

AP 30 1921

1776

1812

1846

1861

1898

1917

142
ANNIVERSARY

Birthplace of "Old Glory"

MAY, 1921



Memorial Day 1921

March on! The stirring trumpet peals,
The glad wind through the flag folds steals
The flowers nod—and sunlit skies
Reflect the proud light of your eyes.

No muffled drums, with deadened beat
Shall go the long course, there to greet
The spirit heroes who have gone,
Nor crepe wrapped banners dim their morn.

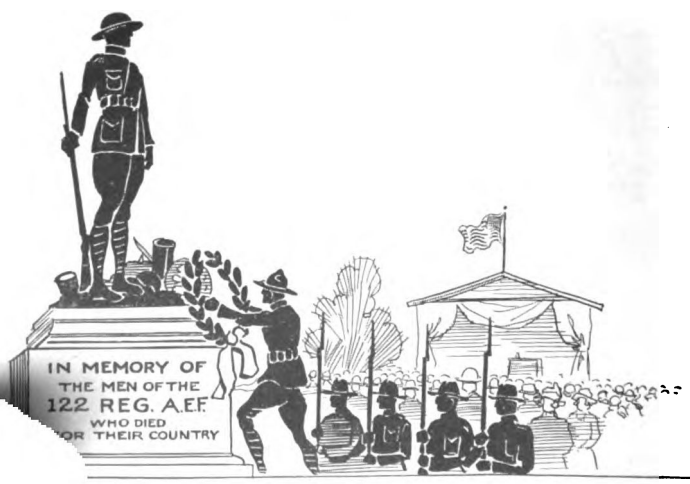
The clarion call is brave and strong
From those lone souls who went along
The farther road—they are not dead
And time shall beckon where they led.

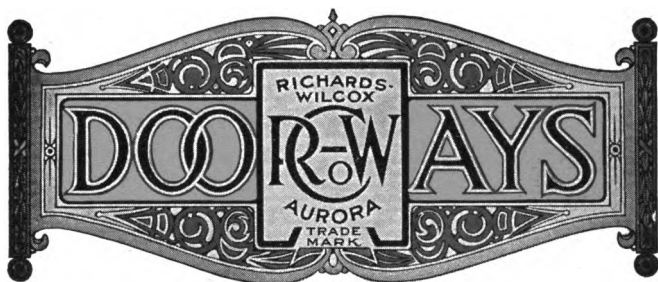
Place wreaths to honor, not to mourn;
The sob you feel, it is not torn
From out your heart by bitter grief,
It is the pain of glad belief.

Remember, but with burst of joy
With hope that you may too employ
The strength which your own soul may give
As they, to help the world to live.

G. H. Bryant.

THE cover on this issue of Door-Ways is from a photograph of the home of Betsy Ross in Philadelphia, the house made famous by the fact that it was here that the present American Flag was originated.





MAY, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

<p>New York City.....85 Walker Street Chicago....166-168 West Lake Street Philadelphia.....507 Arch Street Boston.....132-134 Pearl Street Cleveland....459 Hippodrome Annex Richards-Wilcox Canadian</p>	<p>St. Louis...1735 Boatmens Bank Bldg. Indianapolis..608-609 Occidental Bldg. Minneapolis.....321 Plymouth Bldg. Los Angeles.....503 Equitable Bldg. San Francisco..626 Underwood Bldg. Co., Ltd., London, Ont.</p>
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Volume 9

C. A. RASEY, Editor

Number 5

A Few Business Facts

THERE are one hundred and ten million people in this country. These people are living in houses, apartments, hotels, and they are earning their income through agriculture, manufacturing, or any of the various forms of office or professional work which these two essential working forces require.

Every day they are wearing clothes and shoes; they are eating three meals a day; heating their houses, and adding to their share of material possessions.

Some are very prosperous, some are out of work; perhaps the percentage of unemployed is slightly over the average, at the present time, but certainly not distressingly so.

There are no bread lines, no public soup kitchens, no great relief stations made necessary through national industrial crisis.

Money is commanding a slightly higher rate than normal, but not the rate of panic times. There are no panic conditions existing.

We are affected to a great extent by foreign credit conditions, but we hold the balance of power in credit, so the effect of foreign credit is not a great source of danger, and is nothing but what we can control.

Businesses which have over expanded are somewhat pinched for working capital, but the basic resources of the country have not been affected.

Buying on the part of the individual, as well as on the part of industries, is not as great as it was two years ago, but it is not dangerously less than it was seven or eight years ago.

The alert, aggressive, careful business man, who has watched conditions, is not complaining.

Men who have not been quite so careful, are making some verbal protest, but they are fighting their way out of the present situation brought by deflation in an over expanded market, and they will come out on top just as surely as they carry on their battle industriously and without fear.

There has been a tendency to exaggerate the question of high prices.

The analytical man does not accept this exaggeration with much belief.

Prices are regulated by costs for labor, which are admittedly above the standards of four or five years ago. They are regulated by the cost of material which are governed by supply and demand, and by cost of labor.

Incomes on the average have kept pace with price increases.

The man who was earning \$5.00 a day six years ago,



and spending \$4.00 a day for his living, is earning \$10.00 a day now and spending \$8.00 or \$9.00 for his living.

You cannot put into a pail any more than you can take out. If labor insists on having more put in, labor must expect that more, in proportion, will be taken out.

What sold for \$1.00 four or five years ago cannot sell for \$1.00 today, if everything which influences its cost is double.

The same hundred and ten million people who have kept industry alive, wearing clothes, eating food, and living in homes, must constantly replenish their supply of food, must renew their clothes, repair their homes, and either today or in a reasonably short time go further with the normal increase in home building, which is a part of normal increase in population.

Those who have held back hoping to get exorbitant prices by creating an artificial shortage, are coming to their senses, and products are moving at more nearly the price they should move at, based on a general analysis of all conditions affecting price.

These are facts which you should use as a frame work for your own mental attitude towards conditions as they exist, and as they are affecting you. The extortioners, who by threats of violence are trying to make present price conditions as controlled by wages and other factors, conform to their personal opinion, rather than to basic facts, will learn this practical lesson soon.





Beautifully Installed AiR-Way Equipment In Home In Pennsylvania

Breezes, Flies, and AiR-Way

THE sun, and the trees, and the grass, and all out of doors, put the desirable features into the breeze that people want to let in through the windows during the spring, summer, and autumn months.

But the trees, and the sun, and the grass won't keep out the insects and the flies, so screens have to be developed.

No porch, or sun room, or sleeping porch is comfortable, and few are livable, with open windows, unless screens are used to keep out the undesirable features.

R-W AiR-Way equipped windows are not only built to let in all the sunshine and breezes that the out of doors can afford, but they are also built so that they may be used with screens, for the maximum convenience and enjoyment of the home owner.

The most common practice in the world, in the house, is to open the windows in the summer, and the most common nuisance of open windows are flies.



Yet, they are still using multifold windows which open out, making it very inconvenient to open the windows if screens are used on the inside.

Along with the argument that AiR-Way windows permit the easy use of screens, is the fact of the convenience with which the opening of windows hung on AiR-Way hardware may be regulated to afford just the right amount of breeze passing through the room.

The amazing number of combinations of opening which may be obtained with AiR-Way hardware, is a surprise to the home owner unaccustomed to such a complete satisfying of his personal wishes.

The very reason for sun porches, and other rooms in which the chief wall space is occupied by windows, is found in the window equipment.

These rooms are equipped for air and light, and therefore the most satisfactory method for obtaining air and light is the one which finds the most instant welcome on the part of the purchaser.

Windows hung on AiR-Way hardware are wind and storm tight in winter, and they afford complete out of door, cool comfort in summer.



**The Hard Life Of The Fly Who
Tries to Bump His Way Through
Screens**

What R-W

After Working Hours



A. J. Eggleston C. J. Nelson W. H. Fitch W. Y. Heaton
W. C. K. Phillips A. W. Thurow C. A. Rasey R. D. Foster

THE Richards-Wilcox volley ball team has been a strenuous contender for first honors in the volley ball league in Aurora, during the season just coming to a close.

Bear in mind what we said in the last issue of Door-Ways—some form of athletic sport is good for every man.

To develop a husky business spirit, develop a husky physique, through good husky exercise.

Workers Do

A Special Circularizing Campaign

On Your Prospects For Garage Door Hangers

IT IS entirely likely that every architect, and every building contractor, and every hardware man supplying architects and building contractors, is feeling the demand for garage door hardware which always comes with the spring season.

We want to help you out, and for this reason we have just finished a new book on garage door hardware, which is suitable for mailing in ordinary correspondence envelopes, in large quantities. We do not even ask you to mail this.

We are enclosing a prospect blank form in this issue of Door-Ways, which gives you room for ten names of prospective builders of garages, or prospective purchasers of R-W garage door hardware for reconstruction of the garage they are now using.

Send these names in to us and we will mail this folder.

We will follow the folder up with a series of three sales letters.

This will be direct factory help working for you in your own territory on your own prospects, and you are certain to get real advantages from it.

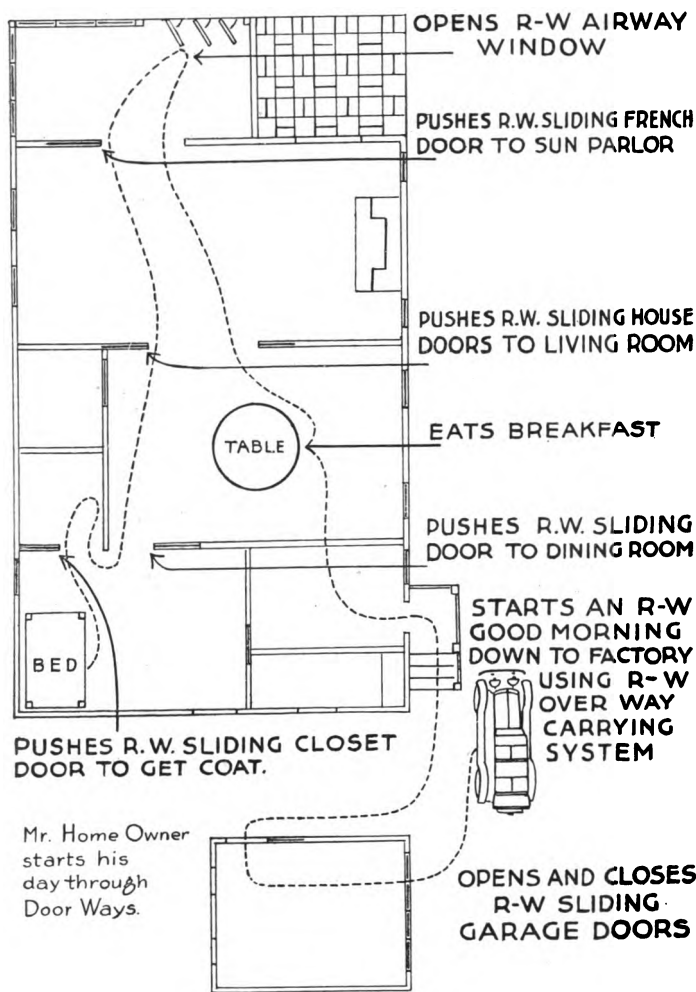
Not only do we make this mailing proposition to your customers who will buy garage door hardware, but we will do the same thing for prospective users of AiR-Way multifold window hardware.

There never was a time like the present for the sale of AiR-Way equipment.

The sun porch and convenient window equipment are in the minds of everybody.

The folders we will mail for you will be doing their work while you are out of touch with the prospect.

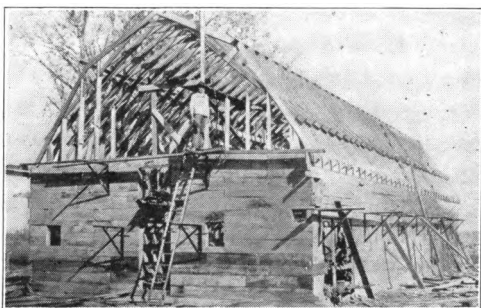
Send your list of names in to-day.



STUDY the Chart shown above. There is a suggestion in it as to what really may be accomplished by the use of Richards-Wilcox house door hardware, along with garage door hangers, and AiR-Way equipment.

Convenience in equipment is the underlying factor of house design, whether it applies to the building of new houses, or remodeling of old houses.

It is a good plan once in a while to think of Richards-Wilcox in the aggregate, not as individual pieces of hardware, but as a collective assortment of various types of hardware, which in combination in any home, really add to the enjoyment of the home on the part of the people who live in it.



Let's Support Builders

IN a great many sections of the country now, the potential house builders are a good deal like a group of small boys hanging around the swimming pool on the first real swimming day of the season.

With the boys, each one holds back hoping the other will jump in first to see just how cold the water is.

With the house builders, many are holding back, waiting for somebody to lead the way, and to show them through his act that it really is the time to build.

Richards-Wilcox is supporting builders in two ways—first, from the moral point of view, by offering conveniences in house door hardware that really make it a joy to contemplate building and moving in.

Second—In a physical way, by furnishing material support for the actual builders.

Richards-Wilcox builders' brackets are an essential part of the building contractors' equipment.

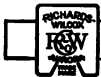
Right now is the time when building contractors are beginning to look over their equipment to find out what they need to replace.

The likelihood of their having to replace builders' brackets is quite prominent.

There seems to be a suggestion at the present time to renew your sales acquaintance with building contractors on a new basis of business connection.



Be A Building Booster



Reasons for Sliding Garage Doors

THERE are a great many reasons why Richards-Wilcox garage door hangers are the big popular favorites all over the country.

The more apparent of these are the ease with which the doors are operated, the readiness with which any width of door opening may be accommodated, the adaptability of R-W garage door hardware to the requirements of small opening space, and the sturdiness with which R-W built garage door hangers support the doors on which they are used.

But back of these reasons there are other fundamental reasons for the general approval of Richards-Wilcox equipment.

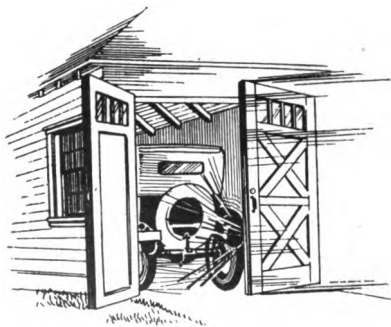
One of these is the possibility of destructive damage which is generally present in garage doors which swing out.

It is not at all an unusual occurrence to have the finish on a fine automobile body ruined by a swinging door slamming against it under the destructive force of a more or less erratic breeze.

This can easily happen while the car is being driven or backed out of the garage, in which case usually the back or front of the car is ruined, or it may happen when the car is being driven into the garage, in which case the damage is likely to effect the fenders or the sides of the body.

These are things which the garage owner has in mind. Whether the car he drives is a Ford or a \$10,000 especially built creation, it represents an investment to the owner which he wants to protect.

He is not particularly happy if his garage doors bring the first scar.



**One Bang May Ruin a \$150.00
Paint Job**

An R-W Perspective

A LOOK through the house with R-W DooR-Way hanger equipment and AiR-Way window hardware, shows a pleasing perspective of orderly, well designed arrangement.

No other type of door hardware equipment can in any way compare with R-W equipment in real features of satisfaction. Solid sliding doors from living room to music room, vanishing French doors, hung on R-W hardware, separating music room from sun room, and AiR-Way window hardware affording the maximum in convenience as the only real desirable window construction for the sun room, are outstanding sources of real pleasure to the house owner.

It is a good plan to think of house building in general terms of R-W hardware.

Architects planning their specifications, hardware dealers selling to builders, or builders planning the line of hardware to carry, find a completeness of door hardware in the R-W line, which enables them to meet the fullest requirements of satisfaction and quality, from one source.

Between ordinary house door hardware and R-W house door hardware there is a wide difference.

The balance of favor in this difference is immeasurably directed toward the R-W line.

This thing is certain; easy operation, silence, permanency, and neatness in installation, are just as much a part of R-W hardware as is the quality which is becoming accepted as standard.



Suggestions To The House Holder—
Use R-W for Better Homes

Sticktoitiveness



THERE is a saying accredited to Josh Billings, as follows—"Consider the postage stamp, young man—its usefulness consists in its ability to stick to one thing till it gets there."

Here is a good thing to carry around in your mind wherever you go, whatever you try to do, or in whatever condition you may find yourself.

The postage stamp is useful as long as it sticks to the envelope on which it is used. The minute it drops off it becomes a waste factor with no value to the world at large.

The postage stamp is a good model for you to follow.

When you start out on a job, the natural assumption is that you start out because you feel there is a successful issue ahead of you.

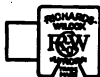
Like the postage stamp on the letter, you are bound to come up against a lot of bumping along, a lot of rough handling, a lot of delays, but like the postage stamp, if you only stick, you are certain to get to the place you have addressed yourself to in your own mental conception of where you are going when you start out on the job.

If it wasn't for the delays, the seeming calamities of harrassing situations, "the going over the bumps," this old world would see no out-standing successes, for successes are built up on the over-riding of difficulties.

Every time a wise man runs up against a hard problem, he learns something.

if he is really wise, he utilizes what he learns in
easier to overcome the next obstacle.

er words, he sticks to it.



Want Ads

Will sell hardware, tinning, plumbing, and heating business. Only store in town of 400 population, done \$40,000 last season. Includes store building which will cost \$11,000 when complete about June 1st, 1921. Owner must retire on account of health. This is an excellent opportunity for hustler. Prosperous farming community. It will take \$15,000 to handle this deal right now. Address E. L. Severson, Hollandale, Wisc.

For Sale—A good clean Hardware and Implement stock, invoiced \$9,500, in a town of 2000 population; good business. Reason for selling, death of partner. Address Bishop & Meyers, Washington, Ill.

FOR SALE OR TRADE—HARDWARE BUSINESS

The only general merchandise store in Troy Grove, LaSalle Co., Ill. Located in heart of one of the best farming communities in the state. Stock will invoice \$20,000; doing annual business of \$100,000. Building is two-story, 60x80; will sell or rent. Good opportunity for the right man. Owners wish to retire. Address Short & Kaemmerer, Troy Grove, Ill.

FARMS FOR SALE

Wanted—Have 100 acre farm, well located and improved, 3 miles from town on good road. Will exchange at cash value for established hardware stock. Box No. 252, Pierceton, Ind.

120 acres timber land in Bayfield County, Northern Wisconsin. Enough timber to pay for land and clearing, when cleared the land is worth \$100 to \$150 per acre. Price \$25 per acre. Address Chas. T. Bush, 825 Julien Ave., Dubuque, Iowa.

160 acre farm, one-half mile from Deepwater, Mo. Good land, location, improvements, or will trade for good clean stock of hardware and implements. Well located. Address L. L. Ream, Green Ridge, Mo.

LUMBER FOR SALE

For Sale—A number of cars of FIR LUMBER, all new; will give prices delivered, also mill work. Also One Davids Constructed Lever complete. Cost \$100, will sell if taken in the next 30 days for \$50. Address J. T. Sines, Contractor & Builder, Carrington, N. D.

HELP WANTED

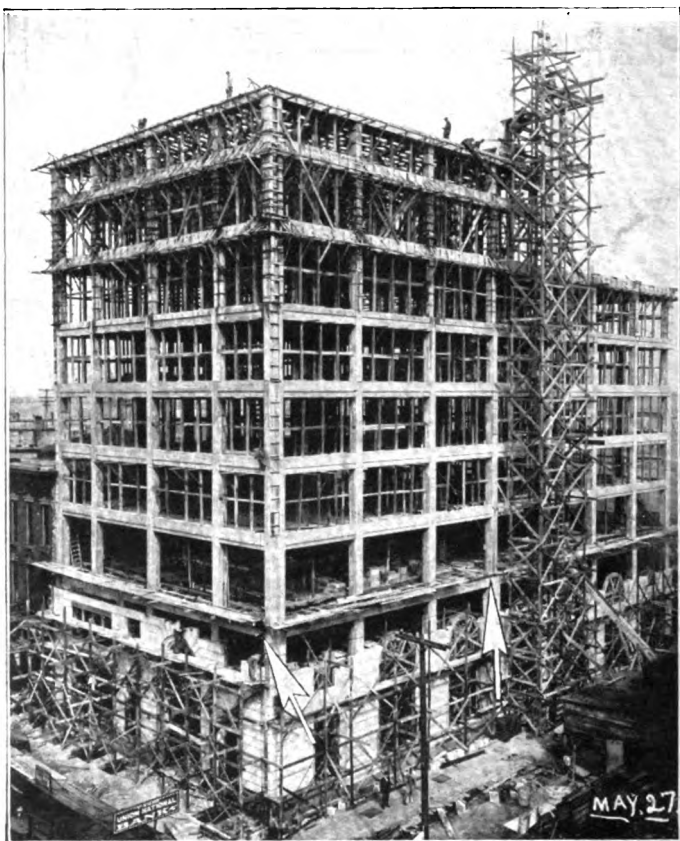
A good tinner in a good Oklahoma town of 3,500 population. Only one tinner in town. Good chance to work with hardware firm or independent. Address BGG, care of Door-Ways.

FOR SALE—MISCELLANEOUS

One 6-blade safety razor blade sharpening machine as good as new. Cost \$250. Will sell for \$100. Address Glen Adams, Deadwood, S. D.

Ormsby Bulls from good A. R. O. dams. Quality and Type. Write for pedigrees and prices. Mankato Holstein Farms, Marlow & Randall, Mankato, Minn.

Retail coal business in city of 150,000. 60 miles from New York City. Tidewater facilities. 5 acres of land. Room for lumber and mason's supplies. Price \$65,000. Cash \$10,000. Address A. B. C. care of "Door-Ways."



One Chicago Contractor Alone

has over \$37,000,000.00 in building contracts on which work will be started this spring.

Much of this work is to be on large buildings in the construction of which Over-Way equipment like that shown in the illustration will be a big saver in building overhead.

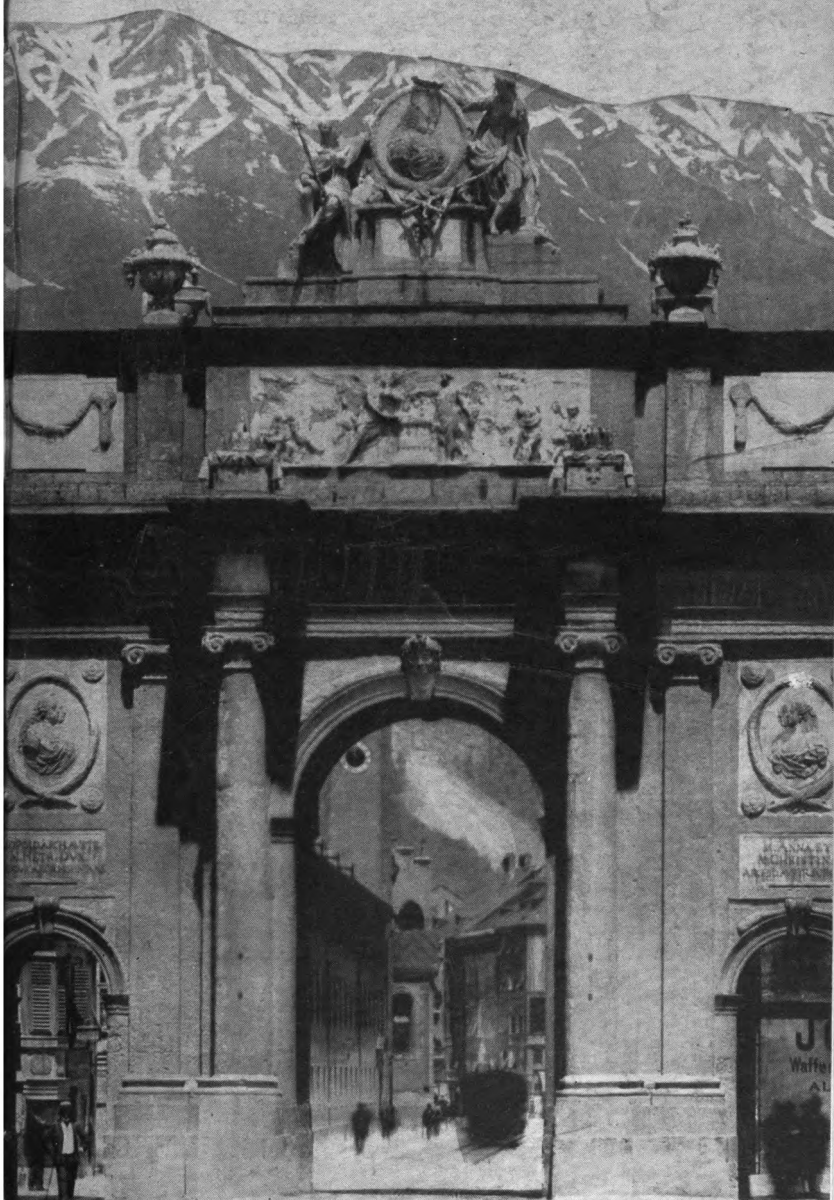
Look around for this kind of business in your territory.

Richards-Wilcox Mfg. Co.

"A Hanger for any Door that Slides."

CHICAGO AURORA, ILLINOIS, U.S.A. BOSTON
 .LOUIS .NEW YORK
 S.ANGELES MINNEAPOLIS
 ILADELPHIA LONDON, ONT. SAN FRANCISCO

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JUNE 1921

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Feathering the Nest

JUNE is the nest feathering period with the standard season's crop of new home builders.

The old sea-going hacks and modern taxi-cabs hurry from the bridal party to the railroad station, and the ultimate destination of the travellers is the new home, added to the millions that have been built before.

The modern idea of a new home makes its bow to the golden light of sunshine and the comforting touch of summer breezes, not unmidful of the fact that when the stormy times come, the same parts of the home that add to pleasure in summer must add to comfort and protection in the storm.

The modern idea of the proper nest is one that may be thrown open for the jovial young parties that are a part of modern existence, for the little musicals which are a factor in everyday life, for the dancing parties, for the dinner parties, and for the many other good, wholesome amusements which are now as important as any other phase of human existence.

New home builders are looking to the wise heads of business to supply them with the ideas they need.

They are about to become your business acquaintances.

Temper the friendly feeling you have towards the home building youth of the country today, with the proper appreciation of their need of correct suggestions for their development of the material facts which govern the happiness of their future.

Illustration on the cover of Door-Ways for June is an arch at Innsbruck, in the Tyro Mountains. This is a rather unusual photograph, inasmuch as the arch forms a frame for the steep slope of the mountain in the back-ground.





JUNE, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis...1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis...608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland....459 Hippodrome Annex	San Francisco...626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

C. A. RASEY, Editor

Number 6

The Simple Answer to a Great Question

By Dr. Frank Crane

Reprinted from Hearst's Magazine

ONE of the most absurd things to be found in this absurd world is the conflict between Labor and Capital. For they are the same thing. At least, they are interchangeable.

The public is the Cow; Labor and Capital are Opposing Thumb and Fingers which, properly co-operating, get milk.

For thumb and Fingers to hate and fight, instead of getting busy and squeezing, is almost too stupid to be human; it must be the inheritance of some wild ass's strain up the evolutionary line.

For, think a minute! Why Labor? What does anybody labor for? What is the only conceivable end of labor? Answer: Capital.

The laborer works to lay up something. Every human being can produce more than he can eat and wear. The surplus is Capital.

And that surplus means to him all the finer things of life, such as education, amusement, culture; it means progress, better chances for his children than he himself received.

Civilization is just another name for the surplus of Labor. That is Capital.

Hence the whole screed and yawp and snarl, half envy and half passionate ignorance, about the perils of Capitalism and the accursed Wage System, gives sensible folk a pain.

Any Labor that merely seeks to provide for present needs, and not to accumulate a bit of Capital, is only a temporary interruption of vagrancy.

A real laborer is bent on getting a surplus; a little home, maybe, or some Liberty bonds, or life insurance, or something of the kind which will increase his sense of security.

The intermittent hobo has no right to call himself a laborer.

The river of Labor must debauch into the bay of Capital or it isn't a river; it's a gully of rain-water dried up by the noonday sun.

Now turn the argument around. It works quite as well the other way.

That is the only purpose, end, reason, or excuse for Capital is Labor.

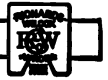
Capital that is not in constant touch with Labor, fed and refreshed by Labor, dies. The only way it can keep alive is to keep paying Labor.

The chief concern of every Capitalist is to find without the slightest delay, a profitable investment for his money.

That means he must put it where it will give Labor a chance to work and pay him for it, which is the only possible way to obtain a profit, dividend or interest, on money.

There is no room for a
slave driver today.





The very rich do not have much money. Only poor people, and silly people, hoard dollars. Rich men understand that unless Capital is working it is dying.

When J. P. Morgan died he had something like \$270 in real money. He had millions, of course, at his command, but they were all out at work.

Never, until Capitalist and Laborer sit down at the same table and do business on the principle of one hand washing the other, will we reach industrial peace and uninterrupted prosperity.

The Class maniacs, the fighters, the Capitalists who want to make Laborers slaves, and the Bolsheviki who want to abolish Capital are all simply wild men.

The world waits for their insanity to run its course.

The reason why Capital, accumulating through the centuries, has not bought, owned, and enslaved the world, is that the only way Capital can keep alive is continually to be transformed into Labor. The reason why Labor has not long ago overthrown Capital is that every really worth-while Laborer is himself a Capitalist.

Any money which is not, in one way or another, being constantly turned into Labor, is quite useless—just as any Labor that is not being constantly transformed into Capital, is not Labor at all, but slavery.



The loud voice of anarchy is dumb to sensible ears.

Swinging the Hammer at the Circus

THE man who swings the hammer at the circus to register his brawn, is using a lot of energy, but without productive results.

The non-producing owner of the hammer swinging equipment collects money without earning it.

It is not a very far cry from this circus performance to the unproductive use of brawn in factories, particularly in moving heavy loads.

Many factories have the modern merchandising idea in their sales organization, but they are working in the dark ages in their manufacturing procedure.

Such factories are wondering how competitors are able to specify prices which they cannot meet.

Their consideration of factory overhead at the present time recognizes the costliness of unproductive labor.

Factory plans are arranged for the least possible movement of the product as it starts from the raw state and goes through the other manufacturing procedures which culminate in the finished article.

But many factories have not yet seized upon the wonderful saving in unproductive overhead brought about by the use of load moving equipment, which does not require excessive labor waste.

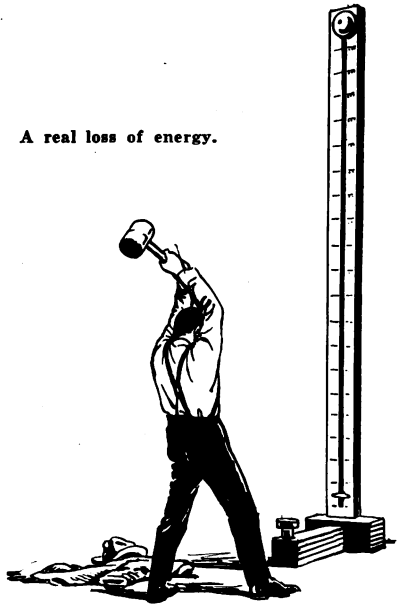
As a matter of fact, any factory not equipped with an over-Way Conveying System, is spending excessively in manufacturing overhead.

It is demonstrated in hundreds of instances that the saving in actual labor charges brought about by the use of Over-Way equipment, is from 300 to 1000 per cent.

In one case a certain load moved regularly all during the day, in a manufacturing procedure, required the services of 12 men for one hour each time the load was moved a standard distance.

At seventy-five cents an hour per man this meant a total cost against the product, of \$6 for each moving.

A real loss of energy.



R-W Over-Way equipment was installed and the same load was moved by one man in six minutes. Here the cost of moving the load was 71½c. This may be an extreme case, but not so extreme as you are liable to believe.

For, in practically every instance where R-W Over-Way Conveying Equipment has been installed, a saving nearly as great has been achieved.

Figure that this saving amounts to 1 per cent or 1½ per cent or 2 per cent of the total manufacturing cost of the product.

If the total manufacturing cost of the factory output equals one million dollars a year, then the total saving brought about by installation of R-W Equipment would at 1 per cent equal ten thousand dollars a year; in other words, the Over-Way Equipment would be paid for within a few months. Competitive prices could be met or greater profits taken on the product.

It is hardly enough for any business to say—"Oh, well, I have been getting along alright; some day I may use it, but not now," but that same business would look with suspicion upon a man who took \$10,000 a year out of the cash drawer without any reason.

Factory overhead must be looked upon in the same way as the conduct of the financial Department.

The Superintendent, the Works Manager, or the Director in charge of manufacturing, who is not utilizing a money saving equipment as great as R-W Over-Way Conveying Systems, is taking money out of the cash drawer without any reason.

Over-Way is another R-W product, which should be sold not on a basis of so many pounds of steel, but on the basis of a direct plan to save money in manufacturing procedure.



A real use for energy



Muffling the Tongue of the Fire Gong

HOW many times have you awakened in the night hearing the fire alarm, and wondered whether or not it might be ringing for fire in your factory?

Have you ever been called on the telephone and advised that your plant is burning?

Put these questions to plant owners and persons with whom you are doing business.

Fire insurance may cover the loss represented by the burned plant, but no insurance in the world covers the business loss of re-construction.

The only kind of insurance against this loss is adequate protection against the fire hazard; especially in the modern brick and concrete buildings, fire may break out in any one room and do absolutely no damage to the balance of the plant, if the entrance ways are protected by fire door equipment.

R-W fire doors are greater insurance than all the insurance policies that ever were written.

Your sales at the present time depend upon your proper analysis of the conditions which made the development of certain conditions advisable, and your ability to carry the effect of these conditions to the minds of the men to whom you are selling, in the proper manner.

The inertia of past indifference is a dangerous factor.

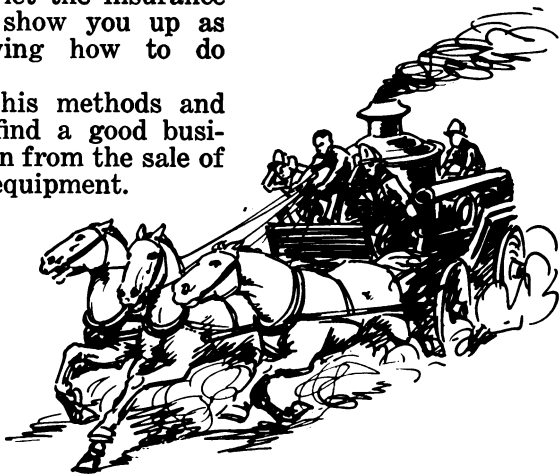
You must overcome this inertia. In other words, you must think around the slow moving past and look forward into the possibilities inherent in the future, as exemplified in experiences all around you.

Probably everybody in your territory is covered by fire insurance.

Do not let the insurance salesman show you up as not knowing how to do business.

Follow his methods and you will find a good business return from the sale of fire door equipment.

The fear of unprotected buildings.



Crow Bars and Swinging Garage Doors

T HERE are a lot of expensive automobiles locked behind a lot of cheap doors.

A man buys a car, converts his barn into a garage, or builds a portable garage, puts up a cheap swinging door, and says to himself—"There, my car is alright".

And today there are a lot of men who recognize this fact along with the fact that the average cheap swinging door, no matter how well equipped it is with a lock, can be made to open after a few minutes urging on the part of a crow-bar; the doors can be jimmied away at the hinges or jimmied away at the center.

In the morning the owner of the \$3,000 car goes out to start it up, and there is nothing to start.

Not only do R-W sliding garage doors offer more convenience in opening, more convenience in adapting proper size doors to the space available, but R-W latches and locks are a great deal better protection against the surreptitious use of an unfriendly crow-bar.

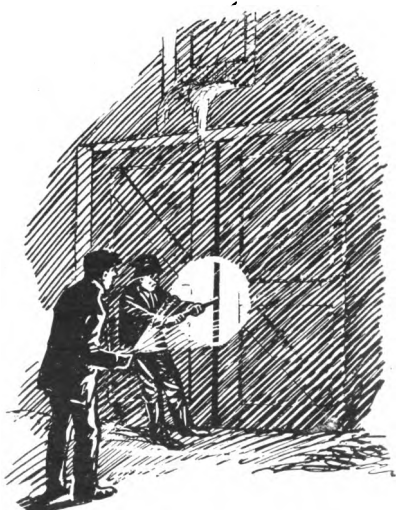
It would not be a bad idea to keep track of the automobile thefts from garages in your town.

As these thefts grow, it would not be a bad plan to circularize car owners in your town, and follow this circularization up; either by personal call, or a call over the telephone.

There is a lot of business to be had by going out after it that will never come into your store unsolicited.

It might be a good plan to think this over in connection with the sales you are making at present.

Don't let this happen to your garage door—R-W garage door hangers are one form of theft insurance.



The Mirror and Yourself



A MIRROR is about the worst friend that any man can have, for the mirror does not throw back a true reflection of the man.

It is good enough to enable you to see how your hair is parted, how your cravat is tied, or how your suit hangs, but that is all it shows you.

Do you ever turn the mirror of self analysis on yourself, and really see yourself as you are seen by men of your acquaintance?

You must go far deeper than the skin to do this.

If you are cold blooded enough with yourself—and being cold blooded with yourself is being friendly with yourself—you can usually make a pretty clean cut analysis of why certain conditions did not shape up as you thought they would, or why you failed under some particularly trying condition, or why you have not gotten as far ahead as you would like to, or looking on the pleasant side of the question, why you have gotten farther ahead than you expected to.

Look into the mirror of self analysis, question yourself, and if you are frank in your answers to the questions you ask, you will be a long ways ahead on doing better in the future.

In the same way if you find out the reason for an unusual success under some particularly trying condition, don't merely compliment yourself on having acted properly, but utilize the unexpected strength you developed under this unusual condition, and make it a good part of your working standards for the future.

You need not sit down for any protracted period at any time to conduct this self analysis—merely utilize your brain at the same time that you utilize your feet in walking from one room to another, or one street to another or sitting in the train or on the street car.

There is not a great lot to be gained by stupidly staring out the window—your time is much better spent in a successful questioning of yourself in the mirror of self analysis.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

HARDWARE-IMPLEMENT BUSINESSES FOR SALE OR TRADE

No better opportunity has probably ever been presented to secure a well established and profitable hardware and implement business, either one or both, than is now offered by the undersigned who wishes to retire. Reasonable time can be arranged on much of the investment if desired. Address, Aloys Bilz, Spring Lake, Mich.

Will sell hardware, tinning, plumbing and heating business. Only store in town of 400 population, done \$40,000 last season. Includes store building which will cost \$11,000 when complete about June 1st. Owner must retire on account of health. This is an excellent opportunity for hustler. Prosperous farming community. It will take \$15,000 to handle this deal right now. Address E. L. Severson, Hollandale, Wisc.

A good clean hardware and implement stock, invoiced \$9,500 in a town of 2000 population; good business. Reason for selling, death of partner. Address Bishop and Meyers, Washington, Ill.

For sale or trade for Iowa farm, good clean stock of hardware and implements in good eastern Iowa town. Address Box 55, Hazelton, Ia.

FARMS FOR SALE

Have 100-acre farm well located and improved. Three miles from town on good road. Will exchange at cash value for established hardware stock. Box 252, Pierceton, Ind.

SAW RIG WANTED

Wanted to buy a Saw Rig—Oskosh preferred. Must be in good condition. Give details and price in letter to L. A. Koch, Cozad, Neb.

LUMBER FOR SALE

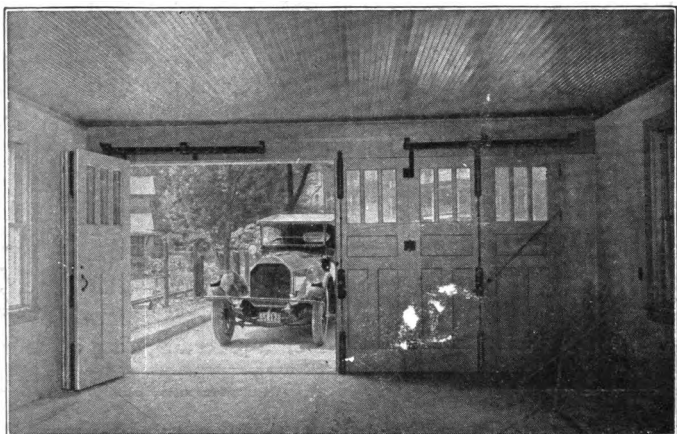
A number of cars of Fir Lumber, all new; will give prices delivered, also mill work. Also one Davids Constructed Lever complete. Cost \$100, will sell if taken in the next 30 days for \$50. Address J. T. Sines, Contractor and Builder Green Ridge, Mo.

BUGGY SEATS FOR SALE

Closing out stock of third buggy seats, which were originally made to sell at \$1.25 each. Just the thing for the farmer to increase the capacity of his buggy. Weight each 4 lbs., Hardwood seat, Frame $\frac{3}{8}$ " round Bessemer steel. Adjustable to seats 14 to 18" high. Folds up compactly when not in use. Only a few left at 25c each, F. O. B. Aurora. Address R. A. C. Care Roor-Ways.



DOORWAYS



SLIDETITE

**So generally used on better garages
throughout the country that it
has become accepted as
America's Standard.**

Write For Special Co-operation

**Hardware dealers all over the country are
taking advantage of our special mailing
campaign, directed to garage owners. If
you have not sent your list of prospects,
send them in to-day, or write for details of
the campaign.**

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides."

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This Month's Cover Shows the Doorway of Independence Hall, Philadelphia

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JULY, 1921



Pep and Patriotism

The old fashioned package of snap crackers tied to the end of Fido's tail, or placed under Grandfather's beaver cap, have largely given way to more Chautauqua like methods of celebration on the 4th of July.

The pilfering of stray boxes from back yards to build up the bonfire heap on the top of the hill, has given way to sports and picnics.

But the old fashioned peppy patriotism for the 4th of July still lingers.

It is a day when every boy in the country whether he be age seven or age seventy feels like kicking his heels together, giving a good loud yell, and expressing himself as being mighty glad that he lives in a country that made 4th of July possible.

Our particular recommendation for the 4th of July this year is that you light the fuse to the snap cracker of discontent and doubt, and blow into a scattered mess of punk.

Shoot up a few skyrockets of mental joy and declare yourself free to do as you are equipped with facilities to do.

If you spend the 4th of July playing golf, turn in the lowest card of the year.

If you spend it playing tennis, make only straight love sets.

If you spend it on a family picnic, just believe that the picnic spot is the fairest, finest spot in all this old world of ours.

In starting from this beginning let's put some real pep and patriotism into everything we do.

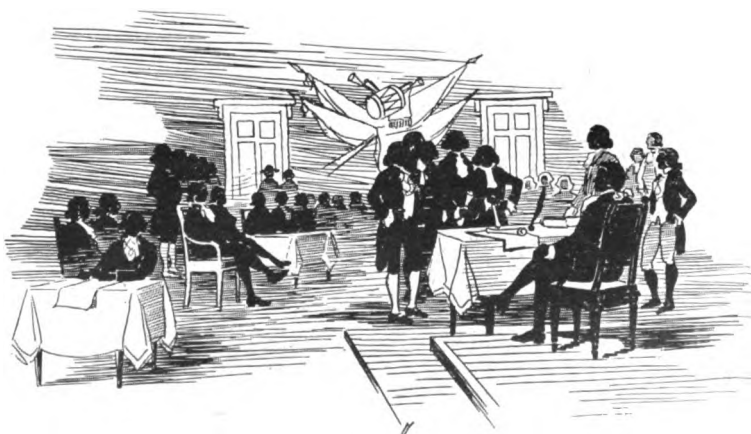


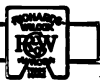
Declaration of Independence For Business

“**W**HEN in the course of human events,—” is just as good a starting for a Declaration of Independence that business men must make at the present time, as it was for the Declaration of Independence that created the United States of America.

And the shackles which certain destructive elements are trying to place on business at the present time are as irksome as were the shackles which caused the original Declaration of Independence.

If every manufacturer, if every business man, with invested capital in producing plants in this country, stood firm on his ground that he was not only entitled to his rights, but was going to get them, and a respectful recognition of them on the part of labor, there would be a change from present condition so radical in its beneficial results, that in the end even the blindest of the present propagandists would have to recognize





its benefits if he were in the slightest way removed from utter selfishness in his conception of conditions.

For a number of years, but more particularly during the past two or three years, certain purely selfish individuals, inspired solely by their own personal desires for unearned emolument, have created a condition, which, could it become permanent, would make every man of business a slave to the destructive octopus, not of organized labor, but of labor disorganized by Bolshevistic theories.

Were it not for the courage of the man of business, of the founder of manufacturing plants, who invests his capital in millions, and for a modest return on his investment furnishes labor for millions, along with the products which make life worth living, there would be no room for the cowardly attacks of those who seek to make a grab bag of the world's business through a blustering show of mob strength.

In many sections investigations are now going on, sounding the very depths of the circumstances which are creating strikes, which are permitting boycotts, and which have throttled the development of the business of the country.

Everyone of these investigations leads down to one picture—and that the unpretty one of the right hand



thundering forward with a show of friendly advice, while the left hand reaches backward to receive unworthy tribute.

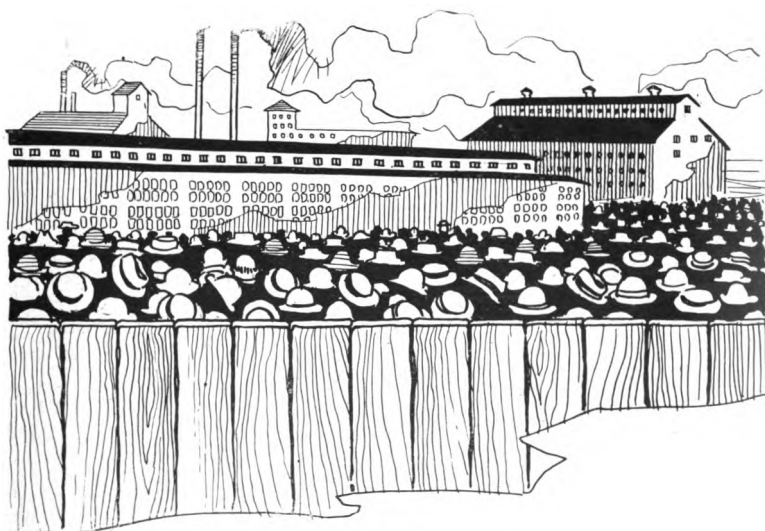
If your home was entered by an intruder who sought to take your money, or the possessions from you, you would make short and swift the attention you paid to him.

An equally decided attitude should be taken, not against the organized forces of labor which are the unwitting tools of agitators, but against the agitators themselves.

The average working man can quickly be made to see conditions as they really exist, if these conditions are spread before him in his own language.

Already many big corporations have organized monthly meetings of their employees extending to the very farthest corners of the manufacturing department.

They have utilized these meetings to tell the real facts to the men in their employ. Their reward has been increased personal efficiency on the part of the individual workman, increased general production capacity on the part of the plant, and business security.



A Little Study In Efficiency

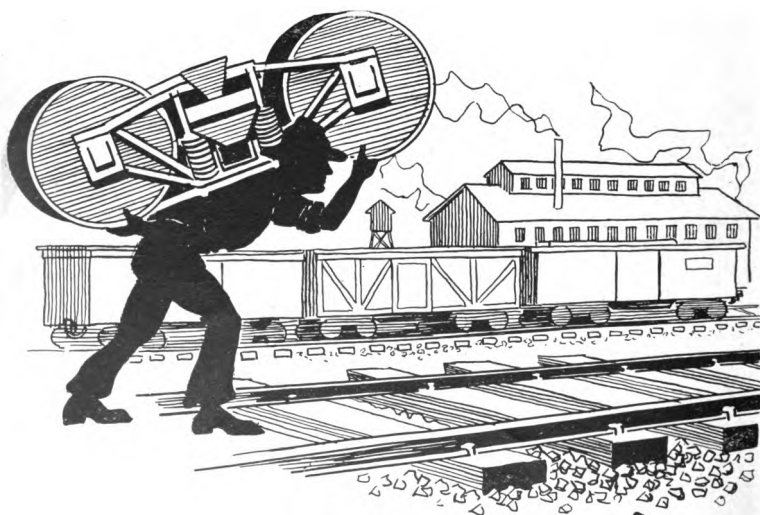
YOU would not think of starting a man from New York bound for San Francisco, carrying a ton load on his back, and yet the distance covered in many factories is nearly the average of many freight hauls, and the facilities for moving a load are almost as pre-historic as the notion of asking a man to carry a ton across the country.

For instance, in foundries it is estimated by common authorities that before a ton of castings are completed, 168 tons have been moved. This takes into consideration the moving of the pig-iron, the moving of the coal, the moving of the ladles, and the sand, and the moulds, and the changing from one place to another during the process of casting.

These 168 tons may be moved a total of a half mile in actual distance covered, although each step may not mean a movement of 100 feet.

The net result is 84 ton miles, or an expenditure of labor equivalent to that necessary to carry one ton 84 miles, a fair sized haul for a fair sized load.

On a railroad this would be carried in a freight car rolling on wheels over a small track, and drawn by efficient mechanical power, because this would be the cheapest way to move the load.





In a factory, by the same token, the cheapest way to move this load would be over a track on a carrier mounted on wheels; in other words, on an Over-Way Conveying System.

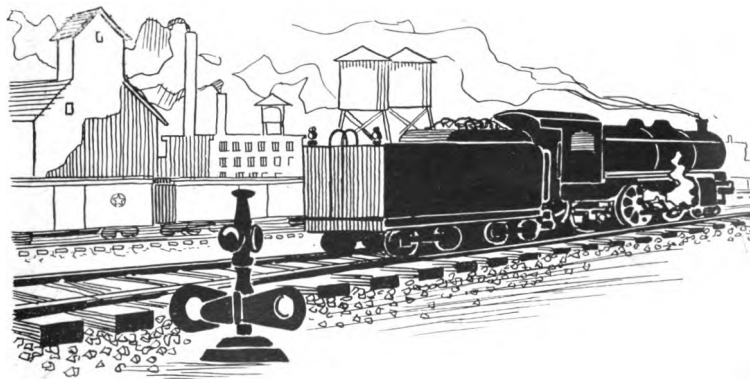
There is no getting around the manufacturing logic of this situation.

One man with a block and tackle, and a suitable carrier mounted on a suitable track, can lift a ton and carry it any distance required in the plant, and do this without unusual physical effort, do it steadily day in and day out, and at low cost, and he may move any range of loads from 50 to 100 lbs. up to the limit of the carrying system, by the same device.

Richards-Wilcox Over-Way Conveying Equipment is designed not only for the efficient handling of factory loads, but for the most efficient handling of specific types of load, there being Over-Way tracks and carrier for light average loads, medium sized average loads, and heavy average loads.

Installations are designed by our Engineers, installed under the supervision of our Engineers, and can be expected to give the maximum in results from a definite engineering basis.

In the center spread of Door-Ways for this month we have given you a direct invitation to send for our latest catalogue on Over-Way Conveying Equipment.



Richards-Wilcox

A HANGER FOR ANY ROOF THAT SLIDES

RICHARDS **WILCOX**

OVERWAY

MFG. CO. **AURORA, ILL.**

CONVEYING EQUIPMENT



Truck

Trucks are made with two hangers and are designed equal in strength to those on the previous page and should be spaced accordingly.



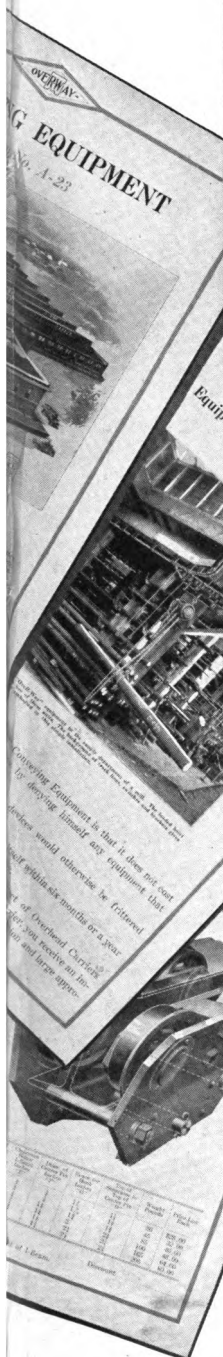
Model	Capacity (lb.)	Weight (lb.)	Dimensions (in.)
946	1000	150	12 x 12 x 12
944	1000	150	12 x 12 x 12
949	1000	150	12 x 12 x 12
946	1000	150	12 x 12 x 12
947	1000	150	12 x 12 x 12
945	1000	150	12 x 12 x 12
950	1000	150	12 x 12 x 12
951	1000	150	12 x 12 x 12

Trucks are made with two hangers and are designed equal in strength to those on the previous page and should be spaced accordingly.

Trucks are made with two hangers and are designed equal in strength to those on the previous page and should be spaced accordingly.

Every Manufacturer Should Have This Book

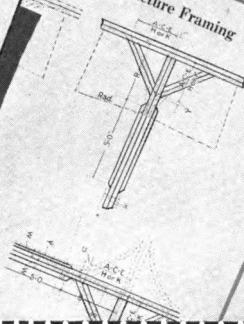
Below we are furnishing a coupon which when sent to our general offices in Aurora, Ills., will bring you our Over-Way catalogue, describing the Over-Way Conveying Equipment, and showing pictures of many installations, together with suggestions for installations, and many tables of importance to the man in charge of your factory load moving department.



Equipment in Every Day Use Costs Nothing

Swivel Trolley Roller-Bearing Carriers
Nos. 100-10 to 100-15
For systems with straight and curved track. (Curve must not have radius smaller than 24-inch.)

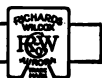
Track Superstructure Framing



RICHARDS-WILCOX MFG. Co.,
Aurora, Illinois.

GENTLEMEN:—Kindly send us copy of your Over-Way Catalogue, as described in July issue of DooR-Ways.

Name _____
Business _____
Street Address _____
City _____ State _____



Insurance Against The Burning of Time

IT is more than likely that every factory, warehouse, or every plant devoted to business purposes, is protected by fire insurance.

This fire insurance will cover loss of property by fire.

But the loss of property caused by fire is, in the majority of cases, a very small percentage of the actual loss which comes as a result of the fire.

The big loss is that of production—the loss of time in which the product would have been made in regular required volumes, had not the fire destroyed the things by which production becomes possible.

Fire proof construction in outer walls and floors affords a certain protection, but in many plans there is a tremendous loss if the fire sweeps throughout any one floor.

The only protection against this loss is the use of fire doors, and yet many plants in which elaborate precautions have been taken to prevent accident to employees, to prevent fires originating from exterior sources, are still pitifully inadequately equipped with the elementary protection of fire doors between rooms, working corridor ways, and other avenues for the quick spreading of a blaze.

Richards-Wilcox fire doors, automatically operated by fusible plug control, whenever fire breaks out will isolate the fire in the room in which it starts and protect the plant against a fire loss.

Their cost of installation is so low that the lack of this insurance offers such far more expensive possi-

bilities than does their installation over the immediate first cost, that their use becomes almost imperative from the view-point of economy alone, without paying any particular attention to the view-point of hazard.

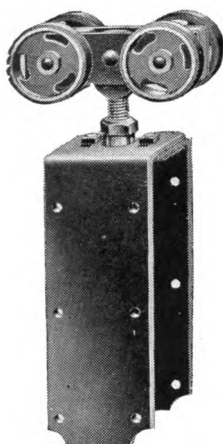
All Richards-Wilcox fire doors are especially designed for the openings in which they are to be used, and are constructed under the direct supervision of our Engineers, who make the preliminary investigations and the final plans for their construction.

Our doors are made for any size openings, from the smallest to the largest, and will pass all Underwriter's requirements. The doors are automatically closed as soon as the special solder in the fusible link fuses. These links fuse when a temperature of 160 degrees is reached.

The most recent type of construction in Richards-Wilcox fire doors is the use of corrugated steel, giving not only a door of light weight for its size, but a door of unusual strength and heat resisting properties.



There's a Load On Warehouse Doors



THE hanger which holds up a warehouse door has no small job on its hands. The load is heavy, the use is hard, and the requirements are for a strong, lasting construction that works easily as it lasts.

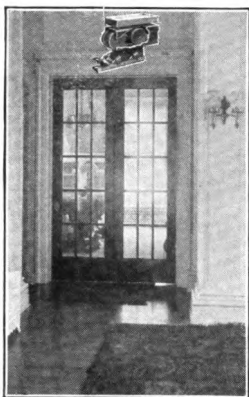
Here is where R-W hangers have made the reputation which has put them on the majority of better warehouses all over the country—"They are made well, last long, and work easily."

The warehouse with makeshift door hanger equipment is like the steam engine with a leaky valve, or the wheel with a cracked bearing—it is not delivering its full working efficiency.

The useful warehouse floor is the one which is readily accessible through the doors—this eliminates the necessity for spare wasting aisles and time wasting changing of stored goods.

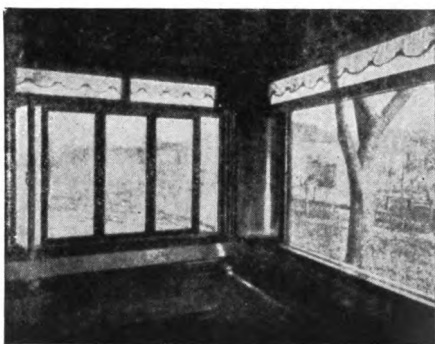
R-W warehouse door installations can be designed to give immediate access to all floor space, with no waste, and with a consequent rise in store-room efficiency.

Nowadays, efficiency is the basis of business profit. It would be a good plan to get all the facts regarding R-W equipment for warehouse doors; if you are a dealer in hardware, this will help you in sales—if you are a plant operator, it will help you in reducing overhead charges.



Vanishing French Doors are a big forward step in better house building. Richards-Wilcox house door hanger equipment is the real solution to satisfactory Vanishing French Door construction. The doors slide easily and noiselessly back out of sight at a mere touch of the fingers.

Multifold windows for sun rooms, sleeping porches, glassed in verandas, etc., take on a new meaning in satisfaction when they are installed on AiR-Way hardware. The windows open in the back, giving any desired degree of opening—allowing the use of screens — and giving real satisfaction.



Two Reasons For Better Homes

They are described above—and both are Richards-Wilcox specialties. The better the home the better the people in it—AiR-Way multifold window hardware and R-W house door hangers are making better homes for better people every day in the year.

The idea in telling you this is to get you to learn all about these two features. We have prepared some special literature which gives the full story—send for it and see what it really means.

A Word About "Home Runs"



THERE is a man in major league baseball circles on whose value to the team for which he plays, there is no limit.

This man is Babe Ruth, and his one essential hold on fame is through his ability to make "home runs."

Last year he was an exclusive feature.

This year he is being hotly pressed by another major league batter by the name of Kelley.

And Kelley's value to himself and to the team for which he plays is ascending in proportion to the closeness with which he presses Babe Ruth.

There are "home run" salesmen just as well as there are "home run" baseball hitters, and in business the "home run" artist is the man who brings in a full quota of orders for the highest percentage of calls.

There is no exclusiveness in possible "home run" hits in business, any more than there is an exclusiveness in the possibility of "home run" hits in baseball.

Some one man can set the standard, and before very long another man is pressing him hard for his honors.

With baseball a "home run" is made through the combination of an accurate eye which functions quickly, in conjunction with a strong arm carrying a bat, the swinging of which synchronizes with the quick and accurate action of the eye.

In business a "home run" is made by a quick and accurate perception synchronizing with a solid, well schooled ability to tell the proper business story at the right time.





Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

FOR SALE

One 20" Drill with Square Base Shelf feed automatic stop. "Barnes" make. This drill in first class shape, used very little. Will sell right. Address G. E. H.

One Shaw-Walker oak filing case consisting of 1-sec. 5 card index drawers for cars 5x3, 1-sec. 12 pigeon holes with oak front boxes 5x4, 1-sec. for 10 letter files, and top section. Cost \$45. Good as new. Will sell for \$15.

One Rotospeed Mimeograph. New. Practically unused. Cost \$43.50. Will sell for \$35.00.

One Smith Premier Visible Typewriter No. 10-A. Good as new. Will sell with rubber cover for \$50.00.

One Underwood Typewriter No. 4. In good condition. Will sell for \$25.00. Address E. A. Payne, Archt., Carthage, Ill.

Closing out stock of third buggy seats, which were originally made to sell at \$1.25 each. Just the thing for the farmer to increase the capacity of his buggy. Weight, each 4 lbs. Hardwood seat. Frame $\frac{3}{8}$ " round Bessemer steel. Adjustable to seats 14-18" high. Folds up compactly when not in use. Only a few left at 25c each, f. o. b. Aurora, Ill. Address R. A. C. care "Door-Ways."

Hardware and Paint Store doing a \$30,000.00 annual business, for sale at \$18,000.00 which includes a two story brick store and flat building. Will sell the business and stock at \$9,000.00 for cash. Established stand and on good street and location in Chicago. Further information and details will be given by owner. Write or call. Address Wm. F. Mertens, 4354 Armitage Ave., Chicago, Ill.

Well improved 90 acre farm in Seneca Co., Ohio, on stone roads, 2 miles to market, 7 miles from County Seat. Good fertile soil. Price \$210.00 per acre. Will accept Liberty Bonds in payment. Address Lock Box 39, Tonica, Ill.

320 acres land, 1 mile from good Montana town. 160 acres land $1\frac{1}{2}$ miles from good North Dakota town. Address Louis Hafner, Bainville, Mont.

FOR SALE OR TRADE

For sale or trade for Iowa farm, good clean stock of hardware and implements in good eastern Iowa town. Address Lock Box 55, Hazleton, Iowa.

FOR TRADE

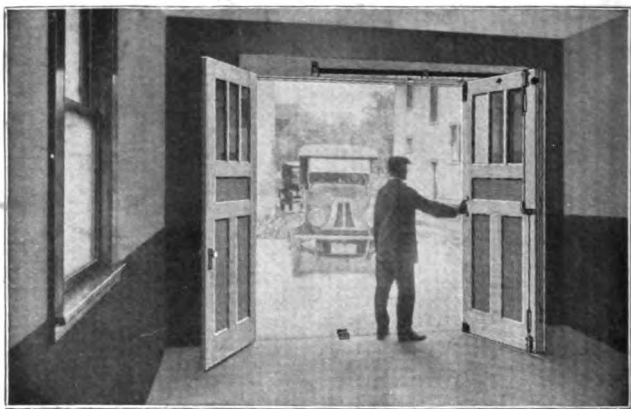
For trade for a hardware or implement, or both, a 200 acre farm in Mower County, Minn. Well improved, good fences, buildings, all tillable. Two miles from a good town. Address L. A. J. care "Door-Way."

WANTED

Wanted a used saw rig, "Oskosh" preferable. Must be in good condition. State price wanted and all details in letter. Address L. A. Koch, Cozad, Neb.

There is only ONE

Slidetite



Several years ago our engineers first conceived the idea of the sliding-folding (SLIDETITE) door arrangement for garages.

We developed it and put it on the market.

Imitations have been numerous but as yet there has not appeared a real substitute for the original (SLIDETITE.)

Its sales leads all others.

It gives satisfaction where others fail.

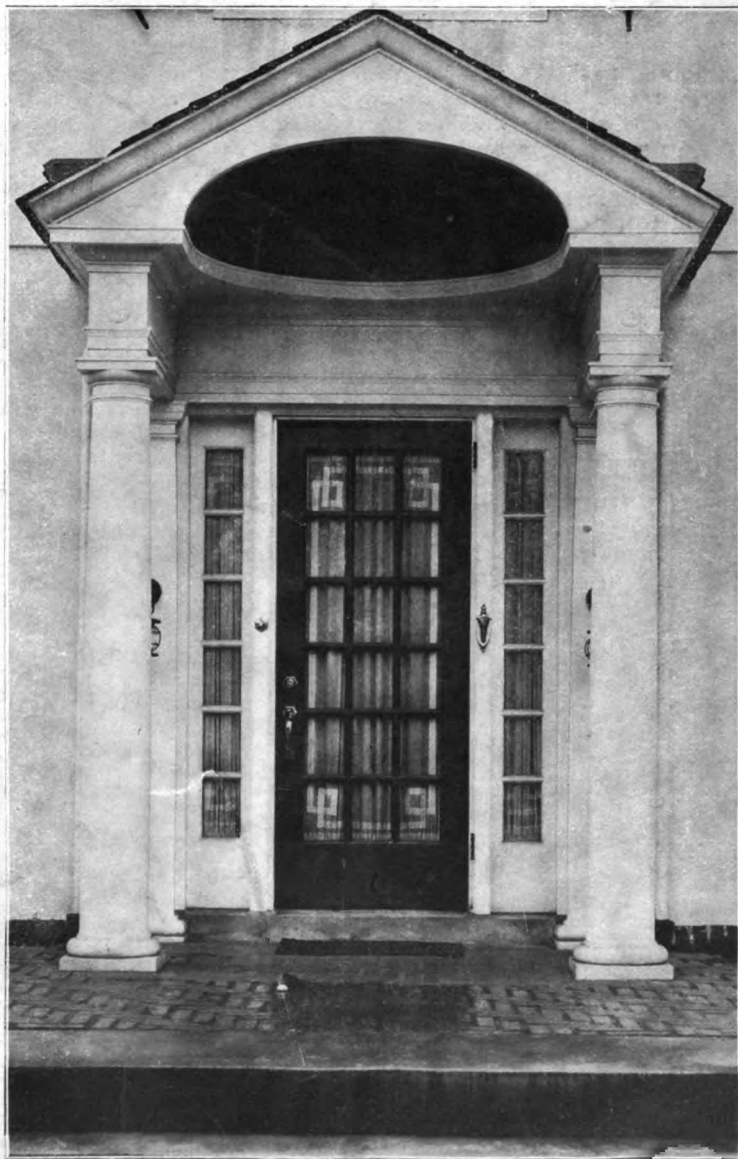
It is the ORIGINAL sliding folding set.

Insist on the original Slidetite with track in one piece [no joints to obstruct the hangers.]

Wards-Wilcox Mfg. Co.
Hanger for any Door that Slides.

AURORA, ILLINOIS, U.S.A. BOSTON
NEW YORK
MINNEAPOLIS
SAN FRANCISCO
PHILADELPHIA LONDON, ONT.

THE NEW YORK
PUBLIC LIBRARY



AUGUST, 1921



Another Labor Day Dawns

FOUR decades ago, Congress, recognizing the indebtedness of Society to Labor, instituted a holiday that has come to be known as Labor Day.

This day is a tribute to the men and women who, through their physical endeavors, are constantly making this grand old nation of ours a better country to live and labor in.

But, it was never intended by the men who instituted this tribute that it should be what agitators have tried from time to time to make it,—a day of demonstration against society.

There can be nothing more honorable than honest labor. Such a contribution to the welfare of all mankind is recognized and rewarded.

The laborer, man or woman, who gives full measure in service can always find an employer who will be more than pleased to pay a full measure wage.

But so long as labor unions are dominated by an oligarchy of radicals whose itching palms are always extended for the largest which is the price of a betrayed unionism, there will be strife between the man who labors and the man who employs labor.

A few more grand jury investigations of so-called "labor leaders" such as has been conducted in Chicago during the past two or three months would do much to show the honest labor element the perils of following in paths charted by men whose interests are not labor's interests, but who are purely selfish, personal, grafting parasites, eager to "sell out" and betray labor at a price.

Labor is coming into its own. Common sense will hasten the day.





SEPTEMBER, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City....85 Walker Street	St. Louis.1735 Boatmens Bank Bldg.
Chicago..166-168 West Lake Street	Indianapolis.608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland....459 Hippodrome Annex	San Francisco.626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

C. A. RASEY, Editor

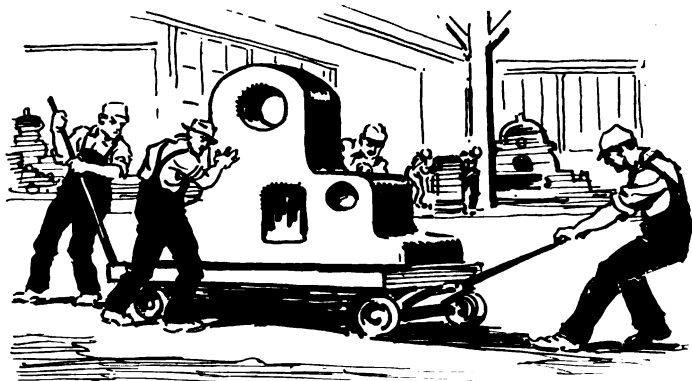
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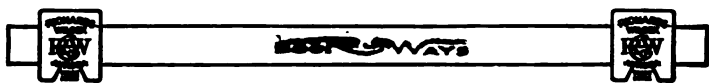
Labor's Attitude Toward Labor-Saving Devices

THERE was a time,—not so long ago, either, that the laboring man looked askance upon every new wrinkle which was developed for the reduction of labor, time and expense.

It took a good many ears for labor to understand that the machine which would do the work of six, ten or perhaps a hundred men, wasn't actually taking "the bread out of their mouths."

But with the broadening influences of schools, newspapers and closer communion between employer and employee, the truth has "reached home."





The man who thinks as he labors knows that every help which speeds up production, cuts down overhead and makes possible greater output at less cost.

Consequently merchandise can be priced to move quickly. He knows that just so long as the product which his plant produces meets with ready sale he is going to be on the payroll.

Instead of the antagonism which existed a few years ago, the laboring man and woman of today welcome those innovations which lighten labor and make production much greater.

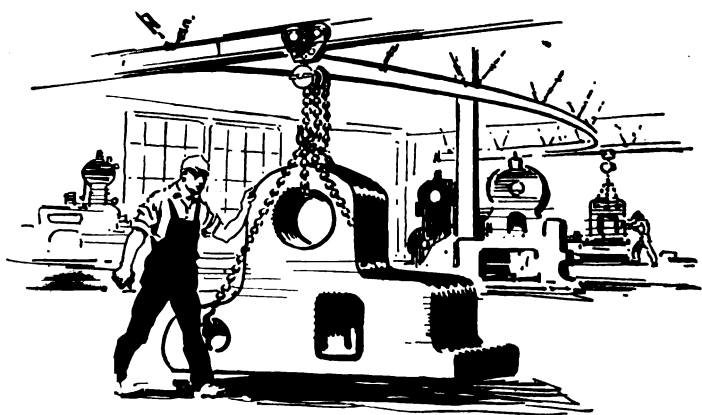
This fact is borne out by the rapidly increasing installation of **Over-Way** conveying systems throughout the country.

There is no more arduous task in any plant than the manual moving of heavy materials from one point of operation to another. Even a short distance means great exertion and the consumption of considerable time. Naturally the pay for such work is always low. Its very nature as an expense, keeps the wage down.

But, with the installation of the **Over-Way** System, heavy loads are quickly conveyed any distance, a few feet, or hundreds of feet, with minimum amount of labor and time. The many men required under the old system are not put out of a job by the newer and better system, but are released to take on better paying work which increased production insures.

A busy smoke-stack is one of the best signs of prosperity. In other words, the workman knows that "when there's smoke there's pay." He also knows that he prospers as the firm he works for prospers.

Modern labor goes where there is modern equipment. It wants to work without a handicap. Old fashioned methods of moving heavy loads is the biggest handicap any manufacturer can have.



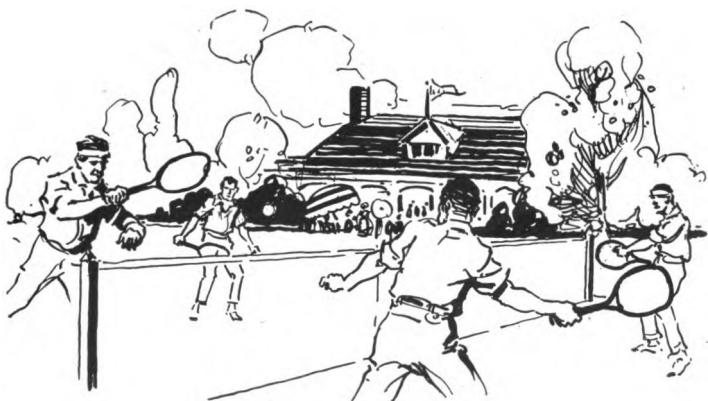
The Spirit of Fair Competition

THERE are several mighty fine tennis players employed in the R-W plant. And these summer days have brought out a lot of keen competition among them. Naturally, the rivalry has made each player eager to perfect his game—to play just a little better than his opponent—to win—fairly.

But, when a fellow loses—there is no hard feeling. He knows that he was cleanly outplayed—that there is another day coming and another opportunity to win back the laurels which he so highly prizes.

It is the same in business. Recognition and success result from preparation and execution. Permanent success can only be attained through honesty in effort as well as in product. You can manufacture a product without a peer, but unless you deal honestly, fairly with your fellow man, that product will never be accepted at its face value. Its net worth will be discounted in proportion to the manufacturer's trustworthiness.

The Richards-Wilcox organization zealously guards its reputation for clean, straightforward business methods. This institution has grown to be the largest manufacturers of door hanger hardware in the world. The reason is self-evident. R-W hardware is honestly made, to sell at an honest price—and the Richards-Wilcox pledge of a square deal to dealer and consumer cements a business relationship which will last. Naturally, the R-W business will continue to grow as it has in the past—for we believe in playing the game fair.





An Interesting Series of Farm Paper Articles

EARLY in the year *Farm Mechanics*, a magazine devoted to mechanical things around the modern farm, conceived the idea of showing how America's greatest farms employed the latest and best in equipment.

A thorough research brought out the fact that no other line of industry showed greater intelligence in the selection of equipment than up-to-date farm managers. And it wasn't at all strange to discover that in nearly every instance, the door hanger hardware equipment for house, barns, and garages, was made in Aurora, Illinois, by the Richards-Wilcox Mfr. Co.

The great Pabst farms in Wisconsin, the famous Oakdale Farms in Minnesota, and the well known Longview farms are among those which *Farm Mechanics* has described. Each is fully equipped with Richards-Wilcox Hardware.

There are thousands of farms in every state on which will be found obsolete door hanger hardware. Every one of these farms represents a potential sale for the wide-awake dealer.

R-W selection by America's greatest farmers is a mighty good reason why every farmer should use R-W equipment.



You Know the Old Saying

**“No Use to Lock the Stable Door After the Horse
is Stolen.”**

Two men stood looking at the smoldering ruins of what a few hours before had been a busy motor-car factory.

As they gazed into the smoke and ashes the president and treasurer were, for the first time, brought to a full realization of what the fire meant to them.

Insurance covered the actual loss of building and materials, but insurance didn't cover the profits which months of inaction would wipe out—insurance didn't cover the expense which the hiring and breaking in of new help would incur when they were again ready to operate.

Insurance didn't cover the thousands of dollars spent in advertising which was, for the time being, useless.

Both officials knew that the loss might have been avoided. A little more caution might have averted the disaster which had overtaken them.

The president turned to the treasurer with the remark: “If we had put in those R-W fire doors when we talked about it this would never have happened—we would have been working today the same as usual. Let's be sure we put 'em in the new plant.”



DOORWAYS



1922 JANUARY 1922

Sun	Mon	Tue	Wed	Thur	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Richards-Wilcox Mfg. Co.
Aurora, Ill. U.S.A.

Love's Gift Divine

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TEAR OFF

MAIL

RICHARDS-WILCOX MFG. CO.
Aurora, Illinois.

Please ship us about Oct. 1, 1921..... Richards-Wilcox
1922 Calendars. With our ad. imprinted.

Also ship.....envelopes.....strawboards.
QUANTITY QUANTITY
(Only sent if especially ordered) Prices as stated in this circular.

Signed

MINIMUM ORDER 100



DOORWAYS



Richards-Wilcox Calendar *for 1922* **GET YOURS NOW**

Thousands of this beautiful calendar have reached us since we announced our offer. The edition will soon be exhausted. Order your ordering promptly if you want to be represented by

Season's leading calendar

Who have seen it say that this calendar surpasses in both thought it carries, and artistic merit, anything brought out for work the past several years. Your customers will be sure. Surely you cannot find any other advertising idea which will bring you greater returns at less cost.

50% on your calendar purchase

On an enormous quantity of this subject we have calendars at the lowest possible price. Because our trade mark is inconspicuous, we bear a considerable part of the cost. At least 50% cheaper than you could get a calendar direct.

Illustrations additional \$1.50 (only when ordered.)

Full size 9 3-8" x 16 5-8"

**10 CENTS
Each**

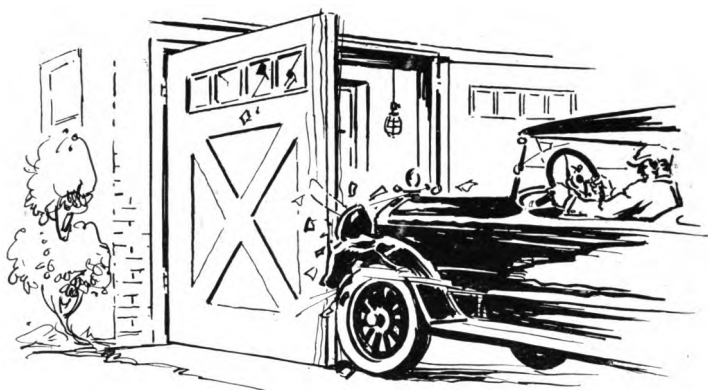
in any quantity from 100 up, with your name and business address imprinted above calendar pad as illustrated.

TODAY

TEAR OFF

IMPRINTED AS PER COPY ATTACHED

PLEASE ATTACH BUSINESS CARD



The Chances of a Bump

EVERY time the owner of an automobile goes in or out of the garage equipped with old-fashioned hinged doors he takes a chance. A little gust of wind—a slamming door and result—a badly damaged radiator or fenders.

With any of the various R-W hanger hardware installations for garage doors, accidents like this are impossible.

And doors equipped with R-W hardware operate easily too. They make the opening and closing of any garage, public or private, the matter of only a few seconds without effort of any kind. Every garage in America should be R-W equipped. There is a lot of good business in the garage field for every dealer.

What One Hardware Dealer Says

“For a long time I thought that my customers should come in and let me tell them what they needed in the way of door hanger hardware. Naturally I recommended and sold the goods which showed the biggest immediate profit. But I’ve quit it. It didn’t pay. There is only one way to run a business and make money year in—year out. That is to sell merchandise which gives real satisfaction. Then the customer comes back for more when he needs anything in that line, or any other line. Since I have discovered the truth I sell only R-W hardware. The customer knows its worth from past experience. I never have to make explanations, apologies or excuses. And they always come back for more when needed.”

“Slidetite Doors Always Please”





Every Retail Store Needs Them

Perhaps that is a little strong, if you count the fish or meat markets, but, every grocery, men's furnishing, drygoods, shoe, drug and general stores would find the use of R-W rolling store ladders not only a convenience but an economy too.

The next time you are in your favorite grocery store and the clerk has to either climb up on the counter or pull the goods off the top shelf with a long pole,—tell the proprietor how he can “dress” his store and save a lot of valuable time, besides avoid possible accidents through installation of rolling ladders. You may make a sale right there.

There Is a Whole Lot in a Grindstone

In the first place it must be the right kind of an edge producing stone. It must have the grit, but it musn't wear away the tool too rapidly. It must also stand a lot of use without wearing away.

And its frame must take a lot of abuse in the course of its life. Economy demands durability in stone and frame. The grindstone that carries the R-W mark will always give genuine satisfaction. That's what it is made for.





The Public Knows a Good Thing Every Time

WHEN R-W engineers brought out AiR-Way Multi-fold Casement window hardware we were willing to wager our last simoleon that it wouldn't be long before orders would come piling in for it.

Were we right? We'll say we were. Architects, builders, contractors, home owners from Cape Cod to the Golden Gate instantly recognized the superiorities of AiR-Way. Result, we have simply been buried under orders.

When one realizes that AiR-Way solves the problem of opening and closing casement windows to any degree, and all from the inside without disturbing screens, the reason for AiR-Way popularity is obvious.

While it is true there is not as much building going on right now as there has been in other years, there is a great deal of remodeling being done. Show a man how much casement windows will add to the general appearance of his home and he will find it a mighty hard thing to resist installing them. Then tell him about AiR-Way and he is as good as sold. By the way, there is a mighty good profit in it for you—as well as the satisfaction of pleasing a customer.



Why the Farm Market Outlook Is Bright

A recent issue of Advertising and Selling contains an interesting article by Irvin F. Paschall, of the Farm Journal wherein he says:

"The 1921 crops will bring good prices, as compared with the cost of producing them. Wheat is one of the American farmer's largest cash crops, and world stocks of wheat and flour are exceedingly low. They will be almost or entirely cleaned out before the new crop is ready to market. Elevators, millers, wholesalers and dealers have been buying from hand to mouth. Every indication of a short crop sends prices skyrocketing. Foreign buyers are bidding against the home millers and five or six million bushels are shipped weekly. The farmers will get the benefit of the high prices for they have held on to their wheat and the terminal elevator stocks or "visible" supply is very small—only 9,000,000 bushels as compared with 37,000,000 bushels last year at this time.

The big bulk of farm cash comes from live stock products. Live stock prices per pound are down, but stock is shipped "hog fat" on the prolific corn yield of last year. Prices per head are very fair, and that is what puts cash in the farmers' jeans. Prices are apparently starting to climb. Stocks of meat in storage are 200,000 pounds less than a year ago.





Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

POSITIONS WANTED

An architect and engineer with twenty-five years experience in designing, supervising and erecting buildings of all kinds, is desirous of making a change in business, where the knowledge may be of value and service. Familiar with purchasing appraisal and valuation, real estate values, financing; forty-seven years of age, still full of energy and ambition. Address W. J. F. care Door-Ways.

ESTIMATOR OR TRAVELING MAN. Experienced in making and reading architectural and mechanical drawings and taking off quantities. Desire to represent manufacturer, dealer or specialty house. Willing to travel. Address H. M. P. care Door-Ways.

WANTED: Position as architectural Draftsman. Have been South but do not like it. Want to try the West or Middle West now. If living conditions are the same as here will go for a term of not less than three years at a salary of \$25 per week. Address M. M. W. care Door-Ways.

WANTED: Position by young man with eight years hardware and Furniture experience, married, good references. Address M. J. E. care Door-Ways.

HELP WANTED

ASSISTANT MANAGER, for large country hardware store. Give full particulars as to experience, positions held, age, married or single. Letters will be treated confidentially. Address Z. A. care Door-Ways.

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An up-to-date hardware business. Sales \$25,000 per month. (In Middle West.) Address M. E. G. care Door-Ways.

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10,000 acres of good land for sale, at right prices and very liberal terms. Located in Western Nebraska, Western Kansas, Eastern Colorado. Some improved farms. Will sell in tracts to suit from 160 acres to 640 acres and one ranch has 2½ sections together. Priced all the way from \$12.50 to \$75 per acre. Address James Stander, Louisville, Nebr.

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Fall building reminds of winter needs



Multifold Casement Window Hardware

Is a splendid fall seller. The home builder instantly recognizes the advantages of a casement window construction which is operated entirely from the inside. He is looking for something which will give his home an individuality, add to its delights and convenience, winter and summer.

Be in position to explain and recommend **Air-Way** Hardware. Let us send our latest catalog featuring this popular and always satisfying item.

Richards-Wilcox Mfg. Co.

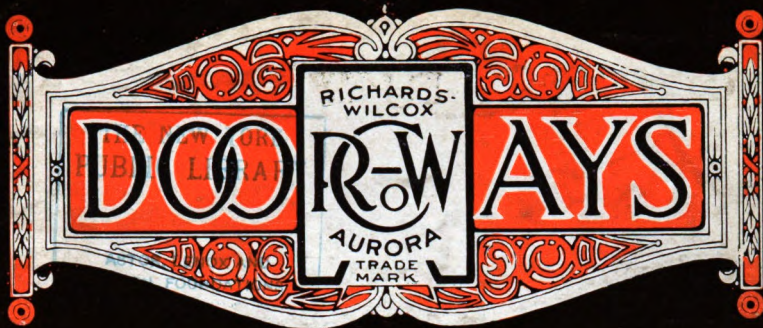
"A Hanger for any Door that Slides."

CHICAGO
ST. LOUIS
LOS ANGELES
PHILADELPHIA

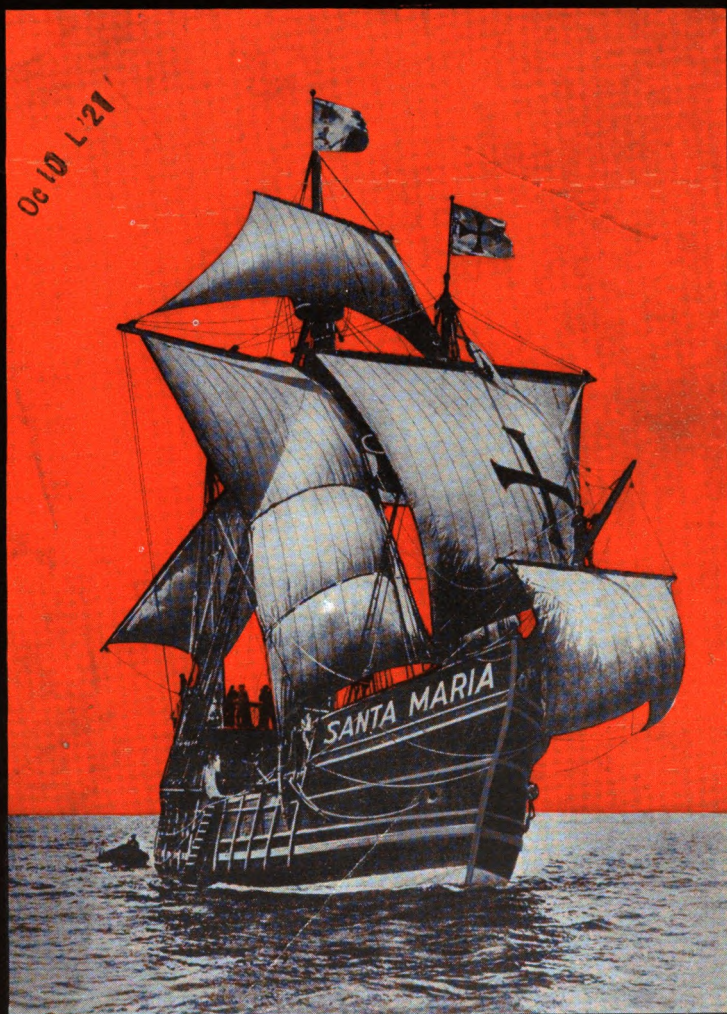
AURORA, ILLINOIS, U.S.A.

LONDON, ONT.

BOSTON
NEW YORK
MINNEAPOLIS
SAN FRANCISCO



October 1921



A Ship That Came In

**Columbus never would
have discovered America
by waiting for
conditions to improve**



**Columbus Lands on San Salvador
October 12, 1492**



OCTOBER, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City....85 Walker Street	St. Louis.1735 Boatmens Bank Bldg.
Chicago..166-168 West Lake Street	Indianapolis.608-609 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland....459 Hippodrome Annex	San Francisco.626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

FRED C. WEST, Editor

Number 10

Have You Discovered America?

IN 1492 business was bad in Spain. Foreign trade was going elsewhere. Money was tight. Superstition clouded the mental atmosphere. Depression hampered progress.

Then Christopher Columbus said, "I can open the doorway to prosperity. I will show the world a short-cut to India, that will give Spain the 'inside' on foreign trade."

And Columbus was so earnest about it that he "sold" his idea to the queen. So the queen parted with her jewels and financed his enterprise.

And Columbus discovered America!

America is much nearer you than it was to Columbus. If you are hesitating because your "vision" is obscured by clouds of depression and doubt, remember Columbus, take a clear look into the future, then get into your Santa Maria and go forward. America lies in your path!



Get Your Share

ALREADY, although the summer vacation business-hesitation period still influences conditions as we write, unmistakable incidents of the forward movement of business are increasingly appearing—that's why we decided to make this issue of DOOR-WAYS a "Santa Maria" number.

Some of these incidents are: The re-employment of thousands of employees in the steel and iron industries; the renewal of purchasing in substantial quantities by the railroads; activity in the textile fields;

the harvesting and movement of good crops by the farmers; the rise of bonds; promising indications of strengthened foreign exchange; continued reports of increases in volume of business thruout the United States, by the Federal Reserve Board



surveys; and most significant of all, the sensation of returning strength imparted to the fingers of individual business men all over the country, as they daily feel the pulse of business life in their own institutions.

Business is beginning to move! Are you after your share? Are you out in your private Santa Maria discovering your own personal America?

R-W- Improvements

THE new R-W additions and equipment for handling economically materials raw, in process, and finished, are revolutionizing our production departments, and by the time business is in full swing again, will have so prepared the R-W Institution to turn out high-grade hardware products promptly and economically, that R-W service will be strongly maintained, and the R-W reputation of providing door hangers for a nation, strongly substantiated. November DOOR-WAYS will contain interesting facts and illustrations disclosing some of the means of efficiency embodied in the new R-W plant.



1921 Rewards Fighters

HERE'S something personal, regarding the R-W institution, if you will pardon personal references, which shows why we have been rather gratified than disappointed when we made up our comparative reports for the first six months of 1921. The report as a whole shows a volume of business that is almost astonishing, in view of the dark reports heard on all sides, that firms were doing about one-fifth, as a general proposition, of the business they did last year—and occasionally one-half.

92%

Our New York Branch, which made the best showing for the six months in the R-W sales organization,

did a business equal to 92% in dollars and cents of the first six months of 1920—and when you consider, in addition that this amount covers a considerable price reduction, you see what we mean when we say, gratified.



Babe Ruth will have to hustle to beat that record!

Last Chance for 1922 Art Calendars

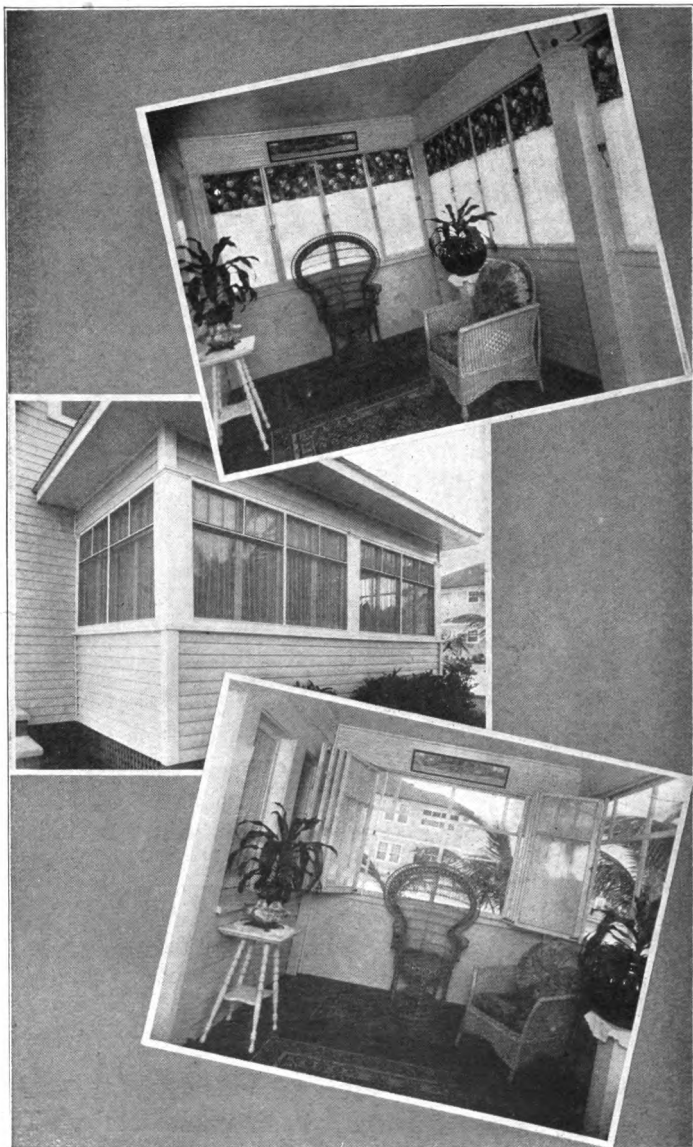
If you haven't sent in your order for R-W 1922 Art Calendars, be sure to send it in immediately. This will be the last opportunity.

For details, see pages 8 and 9 of DOOR-WAYS for last month.





MULTIFOLD WINDOW INSTALLATION OF FROST HOME AT WEST PALM BEACH



"We have yet to have the first person come on this porch, who has not been struck with the arrangement of the windows," says Mr. Frost. Top View shows interior of porch with AiR-Way windows closed. Center view, exterior with windows closed. Bottom view, interior with windows wide open. They do not interfere with screens at all. Pamphlet BC-4, fully describing AiR-Way, for the asking.





How Big Oaks from Little Acorns Grow in Palm Beach

WE DO not believe that there is anybody in the United States who appreciates AiR-Way multi-fold window hardware more than our family," says W. E. Frost, Secretary and Manager of the East Coast Hardware Company, West Palm Beach, Fla., in a recent letter. "Our house faces east and south, which is the prevailing direction of the storms in this section, and formerly every time there was a thunder shower or storm we had a drenched porch, as the rain would blow three-quarters of the way across it and flood the floor. It was impossible to keep a varnished floor or any kind of furniture in the porch as the weather ruined it.

"Now when it rains we have an enclosed room. And in pleasant weather we have an open porch. During the winter months in the chilly mornings we have a room that is easily heated up with a Perfection Oil Heater.

"If you will glance at the interior picture with the windows open you will notice that we have divided the sash—this is a 5' 4" x 2' sash. Then, if you will refer to the interior picture, windows closed, you will notice that we have an overdrapè over the lace curtains. As this is only a photograph, you cannot appreciate the beauty of the room—the photographer in taking this photograph removed some of the furniture, so as not to have it too crowded.

"We have yet to have the first person come on this porch, who has not been struck with the arrangement of the windows. I took an architect out there the other day, who declared that in the future on all of his open work in Palm Beach he will use the AiR-Way fixtures.

"Hibbard, Spencer, Bartlett & Company's traveling man, who covers this territory and lives at Lake Land, has seen them, and is going to get some for his own house. And his predecessor, who is now Sales Manager for the King Hardware Company at Atlanta, Ga., intends to talk with his sister and advise her to use them. Now we have a local customer who is figuring on a set for upstairs and downstairs, about the same size.

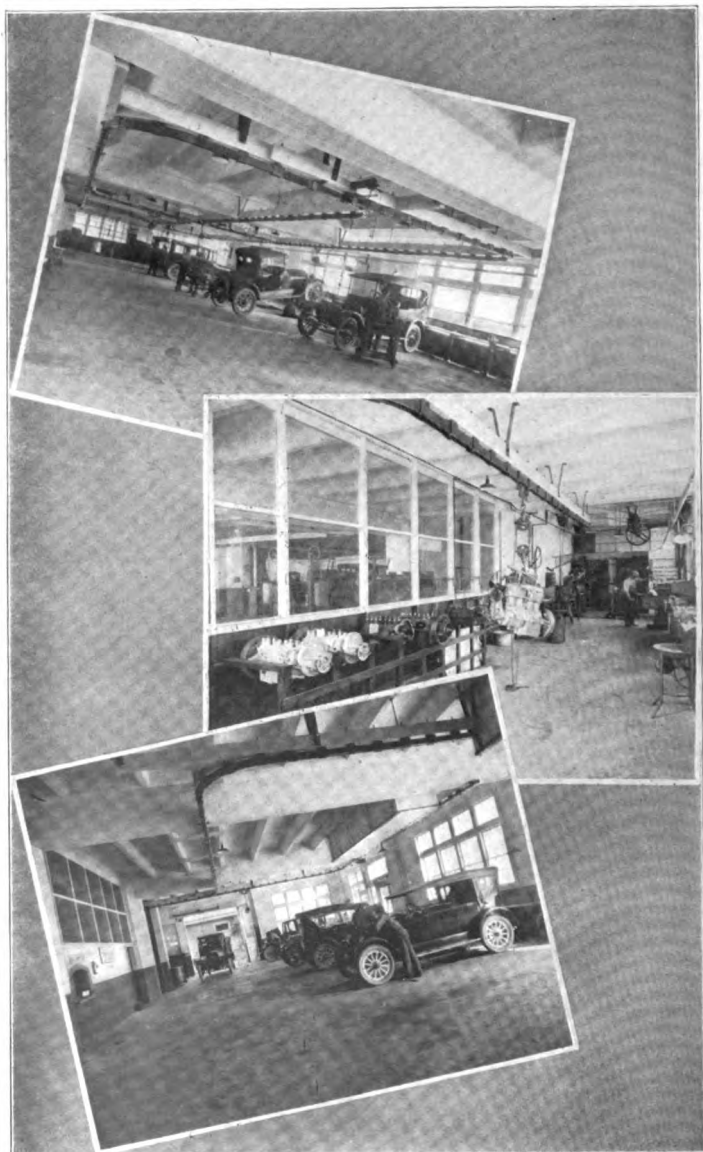
"So you can see how

'big acorns from little acorns grow.'"





In Public Garage of Wichita Auto Co.



Garage built by Don H. Schuler, Architect and Contractor, Wichita. Hardware furnished by Steele Hardware Co., Wichita.

Top view shows OverR-Way monorail system in Repair Division. Note car hoisted on end, for convenience of repairman in pit.

Center view shows use of OverR-Way system in valve-grinding room. Note motor suspended from carrier.

Bottom view shows OverR-Way track system over parking floor. Also, note driveway in background, equipped with R-W Slidetite 3-door hardware.



In Less Than Two Years Over-Way Proves Itself Worth "Twice Its Cost"

"Economy" and "Safety First" characterize Over-Way conveying system, says owner of Wichita Garage

"We have been in our new building now for nearly two years," writes M. H. Schollenberger of the Wichita Automobile Company, August 9, 1921, "and feel that we would not be doing the right thing if we did not let you know how much we are pleased with your Over-Way System that we installed in our Quick Service and Repair Departments.

"This system saves a lot of valuable time that the customers otherwise would be paying for. We had no idea when it was installed, how convenient it would prove, but after giving this conveying system hard service for nearly two years, **we would not do without it for twice its cost.**

"We, of course, use the System with its switches, in taking motors out of cars and conveying them to the engine room. We find it also a great convenience in handling bodies in the assembly of trucks, **but the greatest feature to our minds is 'Safety First.'**

"A few years ago one of our best mechanics was nearly killed by another car bumping into the machine under which he was lying. This car had a wheel off and was setting on a jack. You can imagine the rest. Our shop foreman understands that it is cause for immediate dismissal of any man working under a car supported by a jack instead of by a set of block and chains in connection with your Over-Way System. **This 'Safety First' feature alone is worth more than the cost of your installation."**

Track used in this system is R-W No. 175, trolley type, furnished with No. 100-11 roller bearing carriers—shown on page 147 of R-W catalog No. 15, page 147 of R-W catalog No. 16, page 9 of Over-Way catalog No. A-23.

Get This Fine Local Advertising Without Cost

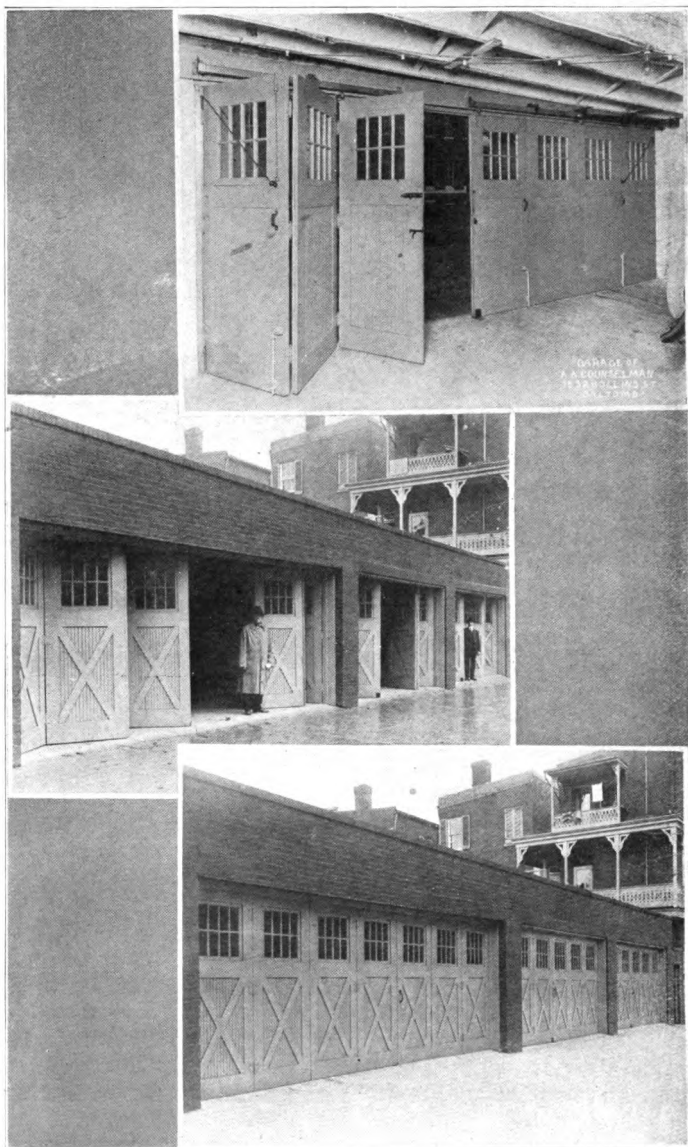
One of the most promising "Santa Maria's" of profit to the dealer and contractor at this particular period is Over-Way Conveying Equipment in public garages. An installation like the one illustrated on the opposite page means great economy of time, space and labor to the garage owner, not mentioning profit and advertising value for the hardware merchant and contractor.

Local newspapers, also trade journals, eagerly welcome illustrated write-ups of installations like this. And it means valuable publicity and additional business for you. Most local papers will gladly furnish you a reporter to write up the article and a photographer to make illustrations to accompany the text.



Slidetite

On Doorway of Counselman Garage, Baltimore



Top picture shows interior of 21-foot doorway opening. Note entrance door, third from left. Also note double-track installation on right side. Center picture shows exterior of doorway, with doors in partly open position. Bottom view shows exterior of doorway with all doors closed.



What You Want—Garage Hardware That Sells Itself

DURING 1921 more garages have been built over the country than any other type of structure. During 1920 in 196 cities with more than 35,000 population, 93,121 garages were built—as compared with 74,039 one and two-family houses. Garages and garage hardware offer a real opportunity to the hardware dealer and the contractor. Are you getting your share?

The garage doorway illustrated on the opposite page is one of our recent installations and one that brought us a great many favorable comments, besides causing other garage owners to install Slidetite equipment.

That is a big feature in Slidetite hardware, of interest to the hardware dealer, the contractor, and the architect. One installation always sells others. The owner of a Slidetite equipped garage never tires telling his neighbors and friends how well his Slidetite doorway equipment works.

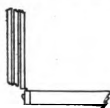
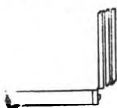
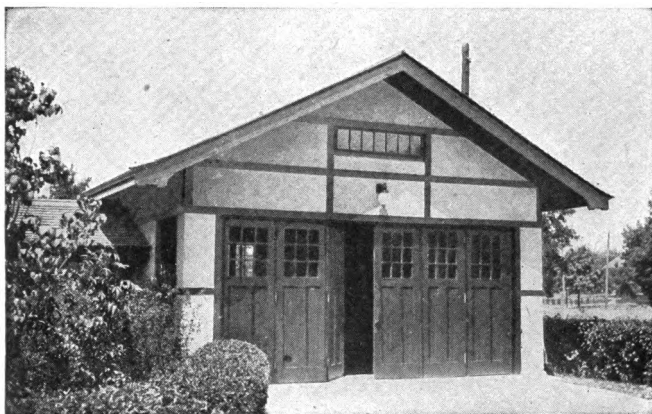
This garage is 25 feet deep and 60 feet wide, accommodating nine cars. Two of the doorway openings are 15' 6" wide, and one is 21' 2" wide. The large opening is equipped with R-W Slidetite No. 1035 7-door 3-track outfit (shown on pages 15 and 24 of R-W Distinctive Garage Door Hardware Catalog No. A-22). The other two openings are equipped with R-W Slidetite No. 1035 5-door 2-track outfits, shown on pages 11 and 24 of R-W Distinctive Garage Door Hardware Catalog No. A-22.

Mr. A. A. Counselman, 1532 Hollins St., Baltimore, Md., owner of the garage, stands at the left in the picture. He is enthusiastic about this doorway equipment, which was selected by him after a thorough investigation of other hardware manufactured for this purpose. He says "Slidetite is superior to any other garage door hardware on the market, in my opinion," and warmly commends the R-W Philadelphia organization for their interest and service in connection with this installation.

**Business is what you make it—many
business houses are making it good**



Your Garage Doorway, Booklet



Two-car stucco garage with shingled roof. Designed to correspond in architectural effect with residence. Doorway equipped with **SLIDETITE** six-door hardware. Arrangement and equipment shown on pages 12 and 13 of R-W catalog A-22, in hands of your hardware dealer, contractor and architect.

For the Asking

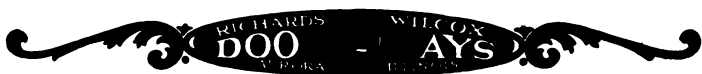
Perhaps you don't know about **Your Garage Doorway**. Every garage builder or owner in your community would like to have one of these valuable booklets. Just the thing for a hardware merchant, contractor or architect to hand to his customers and clients.

Your Garage Doorway contains more valuable garage suggestions than anything we know of in 32 pages. Fits a regular $6\frac{1}{2} \times 3\frac{5}{8}$ envelope, is printed in red and black on white enameled paper, profusely illustrated with actual garage pictures of the ideas presented. Above illustration shows manner of illustrating and reference.

Your Garage Doorway circulated in your community will build you business. Send for as many copies as you want for counter use. At the same time, give us list of garage owners and prospective garage owners in your territory, if you want us to write them enclosing copy of the booklet and suggesting you can furnish right hardware. This service is free to you, for the asking.

Don't delay. Fall building time is here.



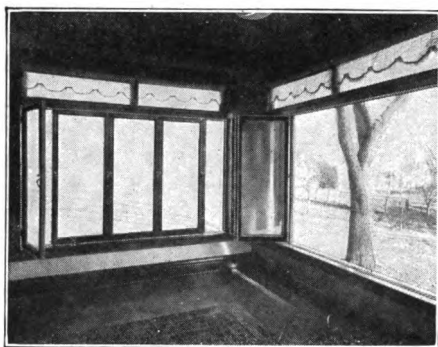


Another Business Builder



Patented

MULTIFOLD WINDOW HARDWARE



For sun-parlors, sleeping porches, breakfast porches, sanitariums and other similar installations.

Windows open in, allowing screens to be placed on the outside. Windows when closed are storm tight. One sash or the entire string may be opened as desired.

Detailed information contained in folder C-44. Send for a copy.



Don't miss this. Home builders and home owners are absolutely unlimited who want Air-Way when they know about it. These attractive cards, 3 x 5 $\frac{7}{8}$, will help you tell them. We will furnish them same as the "Your Garage Doorway" booklets—without expense to you. Write now!



Some Snappy Slogans

READ them. Everyone of them has put pep into somebody's business, and may give you an inspiration for a business slogan, window card, store sign, or advertising catch-line that will prove profitable.

At your service since 1863—Morley Brothers, Saginaw, Mich.

Hardware that stands hard wear—Jennison Hardware Co., Bay City.

Buy Better paint? You can't, there ain't—U. S. N. Deck Paint.

A rich man can buy no better make;
a poor man can make no better buy—Paint Adv.

The flour the best cooks use—"Daisy" flour.

The more you eat, the more you want—Krackerjack.

When you see me, don't think of life insurance—think of your family—Insurance Agent's Advertisement

If we make your clothes, we both make money—Tailor's Advertisement.

Come in without knocking; go out the same way.

Don't envy Beauty—use Pompeian Cream.

Budwine makes you glad you're thirsty.

One example is worth a thousand arguments.

Staube Pianos sing their own praise.

What is life without a Camel?

Cheaper to buy good soap than new clothes—Soap Adv.

Towels—big thirsty ones!—Window card in dry goods store.

He profits most who serves best—Rotary club slogan.

We weld anything except the break of day—Brass foundry.

I made signs before I could talk—Sign Painter's slogan.

Slidetite—The last word in garage door hardware.

If this suggestion does you good, we would be more than pleased to have you drop us a note as to what you worked out of it. Also, to receive any good slogans you know of.

Richards-Wilcox Reputation—

Door Hangers for a Nation

Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 47,000 hardware and implement dealers, architects, builders, manufacturers and railroad officials.

Our forms close the fifth of the month preceding date of issue.

FOR SALE

Three farms priced from three to five thousand, will sell one or all, cash or part time. Farms located in the Ozarks in the best apple district in the United States climate. Water and health unsurpassed. For particulars address E. L. Chatfield & Son, Gravette, Ark.

FOR SALE

Farm in Manheim Township, Lancaster, Pa. Ninety-six acres. Six room brick house. Bank barn ninety feet long. It has 16,000 feet frontage, 2,000 feet railroad frontage. This farm is ready for development and will put the right hustler on easy street. Address Box 398, Lititz, Pa.

POSITIONS WANTED

ESTIMATOR OR TRAVELING MAN. Experienced in making and reading architectural and mechanical drawings and taking off quantities. Desire to represent manufacturer, dealer or specialty house. Willing to travel. Address H. M. P. care Door-Ways.

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A Hanger for
Any Door that
Slides.



OF PROGRESS

Doorway of World Peace Conference Building
and Peace Tree Planted by President Taft

Copyrighted, Underwood and Underwood

Will the Peace Tree Bear Fruit?



THE front cover is a photograph of the Peace Tree in the beautiful patio of the Pan American Building at Washington, D. C., the tree planted by President Taft during his administration in 1910.

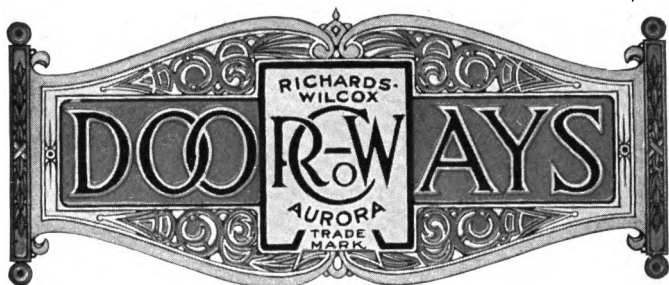
The plenary and final sessions, that is, those of importance, of the Limitations of Armaments Conference, will be held in the Pan American Building, and perhaps the peace tree serves as an omen of the forthcoming results of the meeting of the world's prominent diplomats at an arms conference.



Doorways of Progress--- World Peace



WILL President Harding's peace conference, which meets this month in the national capital, go down in history as a Doorway of World Progress toward Universal Peace, or will it go down in history like all other world peace conferences, as a broken gate of fugitive millennial hopes? The 1921 Peace Delegates bear the awful responsibility of the ages. Society and Business anxiously await the outcome of their work.



NOVEMBER, 1921

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City.....85 Walker Street	St. Louis.1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis.423-424 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis.....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles.....503 Equitable Bldg.
Cleveland....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian Co., Ltd., London, Ont.	

Volume 9

FRED C. WEST, Editor

Number 11

Estate on the Jersey Coast— A Doorway to Personal Peace

FOR the man interested in the luxury of splendid living, either as owner, architect, or builder, we here present the magnificent estate of W. P. Ahnelt, situated at Deal Beach, on the Jersey Coast.

There shady groves cool the physical and enchant the mental. There expansive lawns invite strolling feet. There "fast" courts

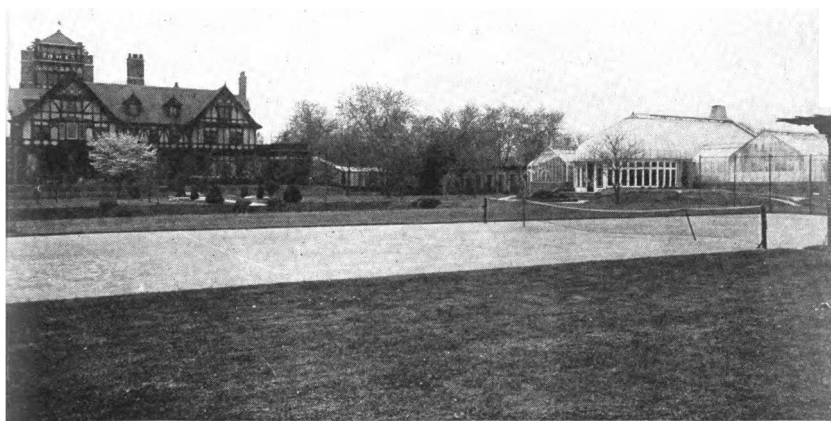


Fig. 1. THERE EXPANSIVE LAWNS INVITE STROLLING FEET.



challenge the tennis enthusiast. There a palace of convenience provides comfy drawing rooms, libraries, sunparlors. There every prospect pleases the heart of a man.

As a center-piece in this glorious setting, our illustrations reveal a wonderful greenhouse filled with luxuriant verdure.

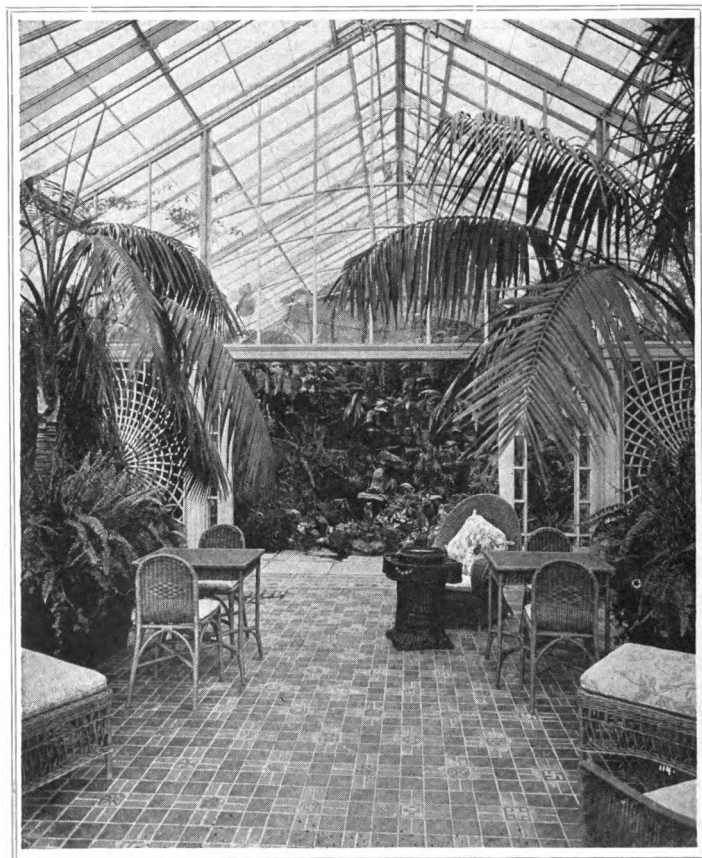


Fig. 2. WORDS FAIL TO REFLECT THE LUXURIOUS INTERIOR OF THE CONSERVATORY.

Splendor was the watchword of the creators of this home spot. *Splendor* has been carefully worked into every feature of the estate.

From the veranda a metal-latticed corridor secludes one's passage to and from the magnificent covered garden—in sun-

shine or storm. Thru this corridor, fragrance-laden breezes are wafted to the rooms of the palatial residence.

The sides of the corridor are provided with parallel sliding glass doors, operating on R-W "Ideal" ball-bearing hangers, and so arranged that the corridor may be thrown open at equal intervals on one side, or on both sides, along the full length of the corridor, by rolling the doors into the latticed sections. Or, the latticed portions may be opened to the summer breezes by rolling the doors into parallel positions between the latticed sections. These doors are four feet wide and there are 48 of them along the sides of the corridor—two doors to each opening.

The designers of "Ideal" ball-bearing hangers had no thought

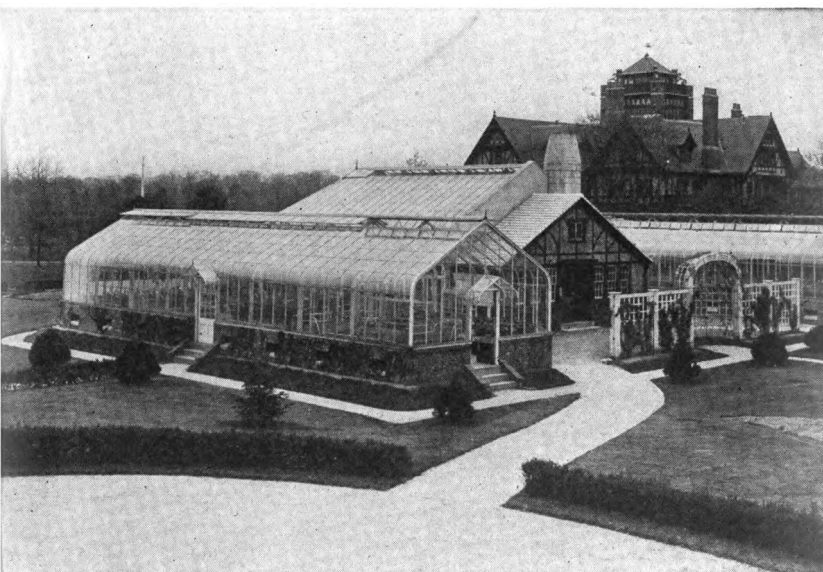


Fig. 3. AS A CENTER-PIECE IN THIS GLORIOUS SETTING, A WONDERFUL CONSERVATORY FILLED WITH LUXURIANT VERDURE.

of their ever being used in connection with greenhouse doorways. Although they have been adapted for use on the doorways of particularly fine garages and residences, "Ideal" hangers were designed, and have made their reputation as hangers for elevator doors in office buildings, apartments, hotels, sanitariums—wherever doors are used to close elevator doorways.

Yet it is entirely logical that the architects of this beautiful estate, where splendor is the reigning consideration, should select "Ideal" ball-bearing hangers for the doorways of their greenhouses.

The responsibility of designing and executing this luxurious home rested on Werner & Windolph, Architects, 25 W. 33rd

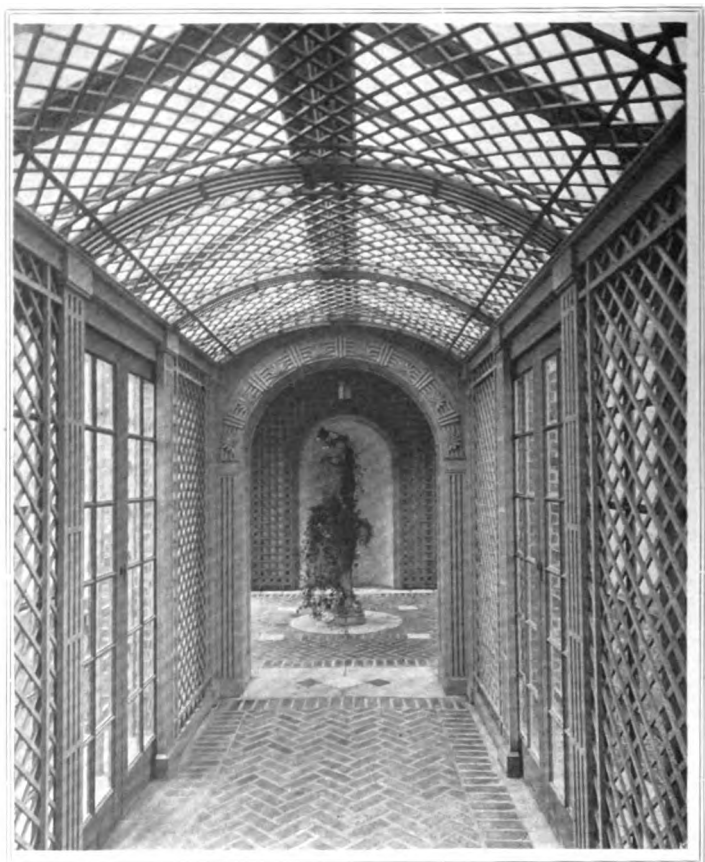


Fig. 4. A METAL-LATTICED CORRIDOR SECLUDES ONE'S PASSAGE TO AND FROM THE CONSERVATORY.

St., New York City, and they can give information to anyone interested in the details of the buildings and surrounding landscape.



Fig. 5. ARCHES OF BOULDERS, AND DOORWAY WITHIN CONSERVATORY.

R-W "Ideal" Elevator Door Hangers are manufactured by the makers of the largest line of door hangers in the world.

They have Experience behind them.





A Doorway to

One of the big fire prevention doorways in the new R-W plant.
Storage Department.

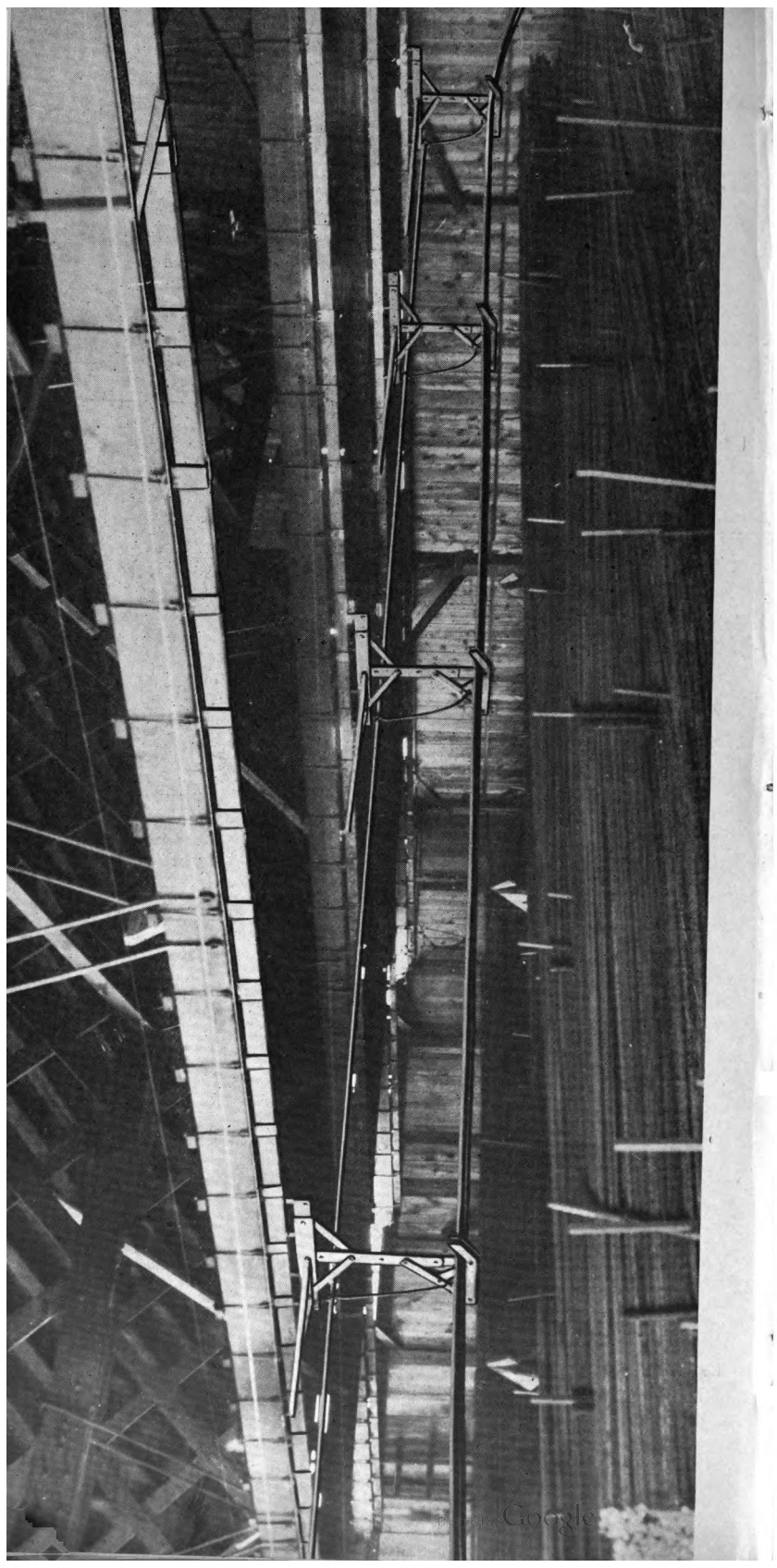
R-W steel corrugated fire-doors. Equipment, flat-track, gravity
Note the steel wicket door.

Millions of dollars in property have been saved from fire by R-W
R-W automatic fire-doors and equipment cover every known co



Safety from Fire

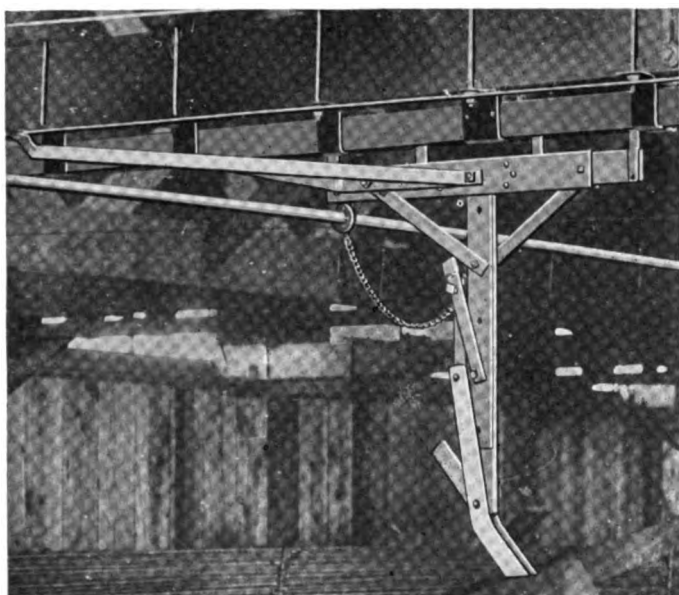
...oses the opening between the Over-Way Department and the Steel
...omatic double-door type. Action incited by R-W Fusible Link No. 97.
...re Doors and Equipment—in specific instances.
...tion. Write for details.





Conveying Equipment—

A Doorway to Practical Profitableness



With this carrying system, the Concrete Engineering Company save time, money, labor, and a lot of other loss, at their Rosedale Warehouse, Kansas City, Mo. Write them for facts about the money the system has saved them.

They use it to carry loads of long steel bars. It is operated by motor. A simple tripping device operates all the hooks simultaneously when the operator wants to release the load.

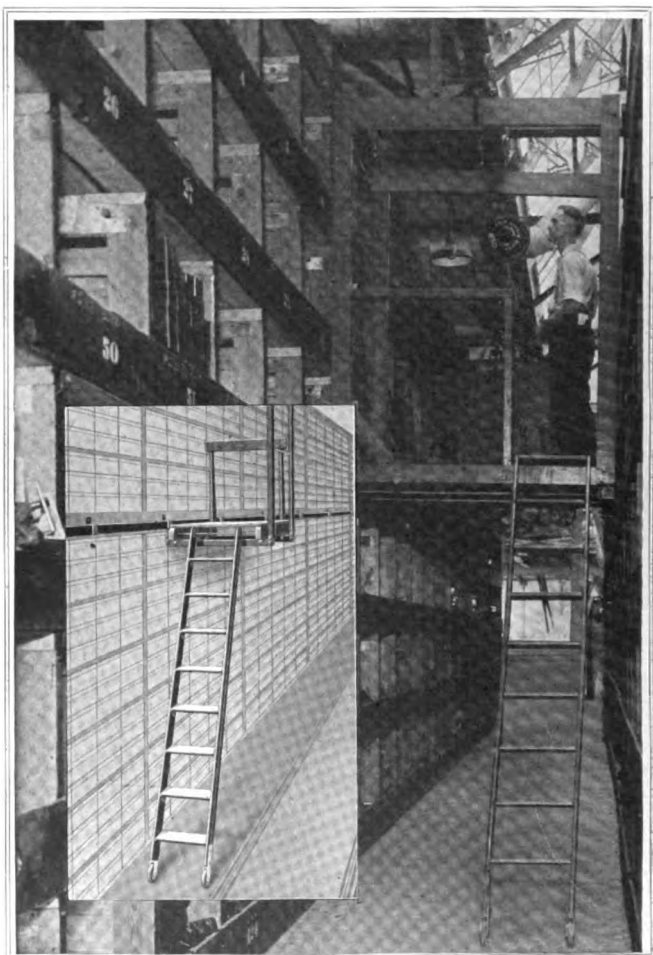
Hook and trip are plainly shown in the close-up view above. Note the jackknife position of the jointed member at the back of the frame. This jointed member, you will see from the illustration on page 10, is practically straight when the hooks are in loaded position. At that position it rests against the wooden stop which extends upward at an angle from the base of the frame, and rigidly locks the hook. Breaking this member by winding the chain on the shaft, releases the hook and drops the load.

If you have loads to handle, you can't afford to be without OverWay. Hardly a business can be named where OverWay installations will not pay for themselves in no time at all—and thereafter earn great big dividends.

Opportunities to install OverWay offer limitless possibilities to hardware merchants, contractors, engineers and architects.

If you haven't a copy of "OverWay Conveying Equipment," get one by all means. Published by Richards-Wilcox Mfg. Co., for the benefit of all those interested in cutting the cost of carrying.





Combination Over-Way and Rolling Ladder with Trolley Platform—A Doorway to Cost Re- duction in the Stock Storage Depart- ment of the New R-W Plant

The trolley platform rolls readily the full length of the store-room. With the truck elevated beside the platform by means of OverR-Way I-beam-type trolley and hoist, the workman quickly stores or removes material.

The trolley double-deck platform idea has been applied to retail stores with definite satisfaction, as shown in small illustration.

**R-Way will pay for itself and save you money if you
have a similar problem, or any conveying problem.**

The Man Who Owns One Speaks



Multifold Window Hardware



"Mrs. Pierson and I are *tickled pink* with the new installation and consider the arrangement ideal. As you know, we have tried other windows and roller shades, none of which were satisfactory. The AIR-Way windows will take care of rain or shine, heat and cold, and can be handled by any of the children.

"We should be very glad to show these windows to anyone interested.

"Yours very truly,

"D. B. PIERSEN, Vice President and Gen. Mgr. Stephens-Adams Mfg. Company, Aurora, Illinois."

Slidetite

Garage Door Hardware

"I have been using your garage door equipments for over four years. Have put up not less than fourteen equipments of your slidetite style this year, and all customers are well pleased as far as I know. At present we are building a large public garage, with four openings of 6 doors each and wish to say that the hardware bearing the name of Richards-Wilcox is all there.



"Yours truly,

C. VANDERPUY, 91 Lincoln Ave., Sheboygan.

R-W Personals Page

Business Is Good in Cincinnati

The Wentz trio, who represent the Richards-Wilcox Mfg. Co. in Cincinnati territory, stepped on the accelerator last month and crossed the line 32% ahead of their quota base and 42% ahead of the field. The Wentz family are heavy weights in more than one sense of the word.



Frank Remissong

A Baseball accident one Saturday afternoon recently, caused the sudden death of Frank Remissong, one of the most efficient and reliable members of the R-W Engineering Department. In running for the first base, Frank collided with the first baseman, causing a rupture to one of his kidneys.

He had been with the Company just two years to a day. His beneficiary promptly received \$700.00 insurance benefit under the group insurance plan which the R-W Company provides without cost to all its factory and office employees.

C. D. Rounds



Mr. Rounds, who is well known to a large part of the trade in New York State as the representative of Richards-Wilcox Mfg. Co., died suddenly at his home in Sandy Creek, N. Y., recently. The immediate cause of his death was heart disease. For more than two years Mr. Rounds had been ailing and it was with great difficulty that he was able even in a partial degree to keep up his work.

Mr. Rounds was a steady consistent worker. He always showed a splendid spirit and more than an ordinary degree of faithfulness and loyalty to R-W interests.


**Richards-Wilcox Reputation —
Door Hangers for a Nation**

Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

Our publication reaches 53,000 hardware and implement dealers, architects, contractors, builders, manufacturers and railroad officials.

Businesses change hands and proprietors find just the man they want through these columns. Send in your ad. We will publish it in two consecutive issues without charge.

The only condition we impose for this service is that you advise us what results you obtain.

Our forms close the fifth of the month preceding date of issue.

FARMS FOR SALE OR EXCHANGE

10 acres of land joining the corporated town of Mannsville, Oklahoma, with three-room house and small barn; chicken-house and smoke-house; plenty of water and small orchard; good for chicken ranch and berries. Price \$150.00 per acre. Address A. J. Wheeler, Box 22, Mannsville, Oklahoma.

FOR SALE: Three farms priced from three to five thousand. Will sell one or all, cash or part time; farms located in the Ozarks in the best apple district in the U. S. Climate, water and health unsurpassed. For particulars address E. L. Chatfield & Son, Gravette, Ark.

213 acres good improved Nance Co., Nebraska farm to exchange for Hardware store; 45 acres in Alfalfa; good orchard; 500 bbl. cistern piped to yards. All around good stock farm. Address Wm. Sigea, Monroe, Nebraska.

320 acre farm one mile from Scranton, N. D. Soil dark loam clay sub-soil nearly level; 100 per cent Tractor land; 170 cultivated, balance hay meadow; no other improvements. Price \$35.00 per acre.

213 acre Nebraska farm, four miles Ravenna R. R. Division town, 100 cultivated, balance Alfalfa and pasture, fenced and cross fenced; five room house, large barn, never failing well and mill. Price \$75.00 per acre; want Hardware Stock or Hardware and Furniture. For one or both places, submit what you have. Address O. L. Miller, Ravenna, Nebraska.

Farm in Manheim Township, Lancaster, Pa. Ninety-six acres. Six room brick house. Bank barn ninety feet long. It has 16,000 feet street frontage, 2000 ft. Railroad frontage. This farm is ready for development and will put the right hustler on easy street. Address Box 398 Lititz, Pa., Hershey Leaman Co.

HARDWARE AND FURNITURE STOCK

FOR SALE: A clean stock of furniture and hardware in one of the best little cities in the great mining district. Stock consists of Furniture, Hardware, Stoves, Wire, and everything connected with the furniture and hardware lines; will invoice about \$11,000.00 or more. Brick store 120 ft. long with all conveniences, electric lights, gas lights; gas for fuel, city water, etc., \$8,000.00 in cash will handle. Building for sale, trade or rent. Street car service through city. Write Box 225, Commerce, Okla.

LUMBER YARD FOR SALE

FOR SALE: Lumber yard including contractor's business and equipment, also equipped with shop machinery doing good jobbing business, frame building 46x96, 1½ story. Hot air heat; lots 76 feet frontage by 150 ft. deep, next to alley, located in business district of good southern Minnesota town of 2800; will sell before Nov. 1 for \$14,000. Address H. W. E. care DooR-Ways.





A Hanger for
Any Door that
Slides.



December, 1921



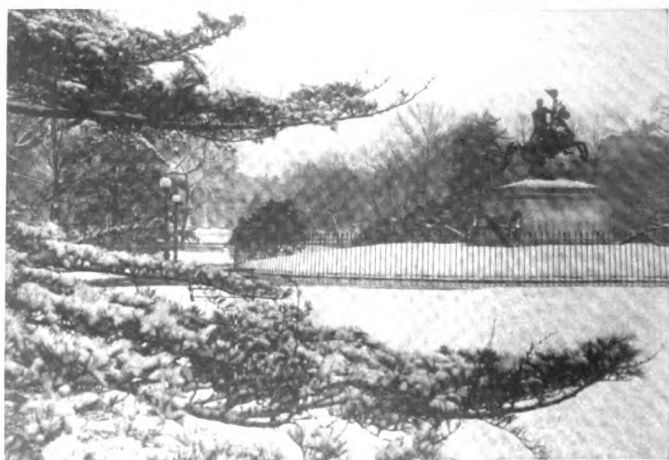
IN THE WAKE OF SANTA

Christmas in Two Spots of U. S. A. Only 5° of Latitude Apart



Copyright, Underwood & Underwood

**Venice, California, 1920 Christmas Celebration on the Ocean
Beach. The Gulf Stream Here Turns Winter into Summer**



Copyright, Underwood & Underwood

**The Whitehouse Doorway, Washington, D. C., as Seen Thru
the Snow-covered Trees from LaFayette Square**



DECEMBER, 1921

A Monthly Manual of Timely Tips for the Architect, Builder, Manufacturer and Hardware Merchant.

PUBLISHED BY

Richards-Wilcox Manufacturing Company, Aurora, Ill., U. S. A.

BRANCHES

New York City....85 Walker Street	St. Louis.1735 Boatmens Bank Bldg.
Chicago....166-168 West Lake Street	Indianapolis.423-424 Occidental Bldg.
Philadelphia.....507 Arch Street	Minneapolis....321 Plymouth Bldg.
Boston.....132-134 Pearl Street	Los Angeles....503 Equitable Bldg.
Cleveland....459 Hippodrome Annex	San Francisco..626 Underwood Bldg.
Richards-Wilcox Canadian	Co., Ltd., London, Ont.

Volume 9

FRED C. WEST, Editor

Number 12

Christmas Business



CHRISTMAS is the open season of opportunity for developing friendly business relations.

Then, if ever, the purse strings are loosened. Then, if ever, the heart-strings of possible customers and clients are susceptible to the advances of friendship.

Then you may cement your business friendships with cards of friendly greeting or other tokens of friendship.

Then, people appreciate your suggesting to them goods you have to offer as appropriate gifts for their friends.

Count us among those
who wish you a very
Merry Christmas
and a Happy New Year

A NEATLY LETTERED CARD BEARING THIS
SENTIMENT WILL LEND CHRISTMAS SPIRIT
TO YOUR PLACE OF BUSINESS

Get into the Christmas frame of mind, Mr. Businessman or Mr. Professionalman, and make 1921 Christmas the best ever, for your customer friends—to your own everlasting profit.



Valuable Suggestions You Can Give Prospective Santa Clauses

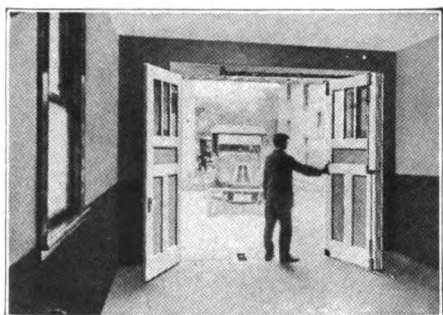
Show Card

Any Man Who Drives a Car Would Jump with Joy if He Found
in His Christmas Stocking, a Set of

Slidetite

THE LAST WORD IN GARAGE DOOR HARDWARE
Oh Man, Those Doors Work Fine

One set of "Slidetite" garage door hardware installed in your community will surely sell many others. Every garage owner who sees "Slidetite" in use wants it on his garage.



Simple to install.
Easy to operate.
Doors can't sag.
Stand where you
open them, without
locks or holders.
Close weather-tight.

Made for door-
ways having three
to ten doors in one
opening, 8 ft. to 30
ft. wide. Shown
on pages 3 to 33 of

"Distinctive Garage Door Hardware," R-W Catalog BA-22.
If you have lost your copy we will send you a new one for the asking.

Make Christmas Merry for the Cook by Giving Her an
R-W Kitchen Grindstone
Sharp Cutlery Makes a Cheerful Housewife

R-W No. 320 Ball Bearing Kitchen Grindstone

Made in six sizes as shown
on page 275 of R-W Catalog
No. 16.

Stones cut from carefully
selected Berea Grit, rubbed
finish, accurately centered.





Show Card

Oh Boy, Just What He Wanted for Christmas!

Richards-Wilcox Manual Training Vise and Bench

A Present Any Boy Will Appreciate Beyond Measure. A Useful Thing, and a Means of Developing Desirable Dormant Ability

Richards-Wilcox Manual Training Benches are made of Hard Maple, with or without drawers and cupboards, to suit every requirement.

Heavy working top, tool tray, tool rack, commodious cupboards and drawers if desired, stop dogs, and every complement of a substantial and handsomely finished bench.



Show Card

Garage Furniture — An Admirable Christmas Gift R-W Bench and Vise

A Place to Put Things — A Place to Do Things

Richards-Wilcox Woodworking vise combines instantaneous adjustment and continuous screw movement. Simple. Powerful. Rapid. Absolutely reliable in action. Will not get out of order. No small springs nor small parts to wear out. Made in styles and sizes to suit all ordinary requirements.



The Vise

Without

A Vice

**R-W Bench and Vise Shown in Catalog BA-26.
Had for the Asking**



The Display Window

By C. G. Soyland
Stebbins Hardware Co., Chicago

(Cont'd from November DooR-Ways)

Material and Arrangement. We try to have each display represent every department in the store, and to get a great deal into our display window without making it look jumbled or cluttered up. We are working on our window all the time, are after the men on the floor continually to give us suggestions. When we trim a window, the men in the different departments that are interested—perhaps the automobile department, for instance—go out and look at the window and see that

everything for their department is marked correctly, so as not to have a \$5.00 price mark when it should be \$2.00 or vice versa.

It is very important to see that we have in stock every article that is displayed in the window. Otherwise, when a piece of hardware is wanted by a customer, you cause the customer delay and annoyance, besides having to take it out of the display and break the effect of your window.

We are thinking ahead continually, studying out future displays. In the summer, we figure out ideas for Christmas displays.

The window display panels for our windows are in two sets. One set, of course, is in the window. The other set

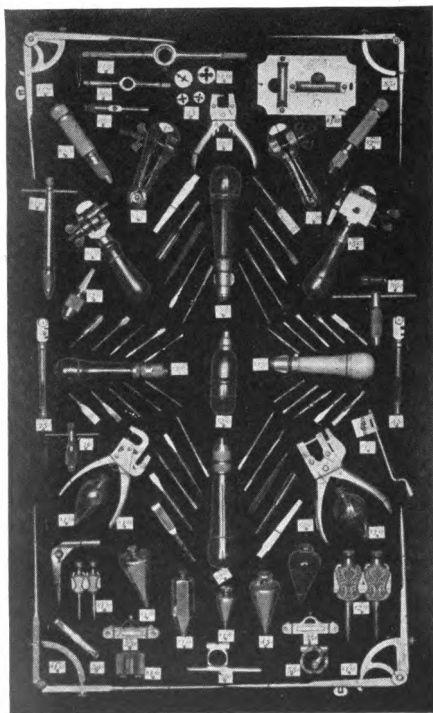


FIG. 1. EACH PANEL IS DESIGNED AS A UNIT, THUS ELIMINATING A JUMBLED EFFECT IN THE WINDOW, YET SHOWING A LARGE ASSORTMENT OF GOODS.

is kept in a room where our window decorator works continually on new display, preparing the display, panel by panel. He takes out of stock the boxes of material for the display, prepares the panel, sets the boxes aside. And when the panel is out of use as window display, he puts the articles back in the boxes and the boxes back into stock.

Each panel is designed as a unit, with the idea of segregating it from the panels surrounding, and thus eliminating a jumbled effect in the window, yet showing a large assortment of goods. So far as possible, each panel represents an individual group. One may display shaving brushes, another razor

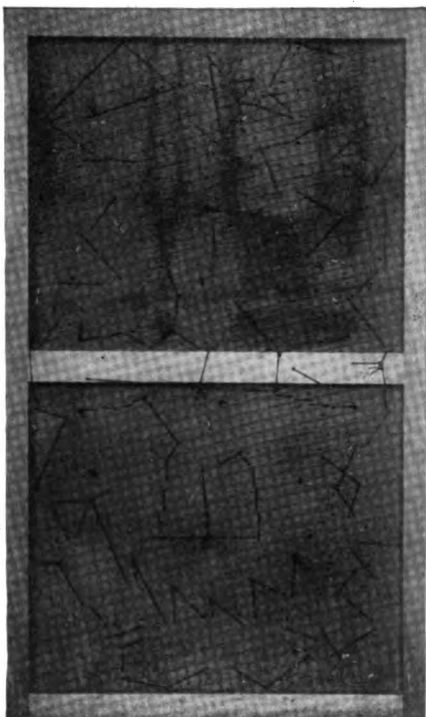


FIG. 2. BACK OF PANEL, SHOWING CONSTRUCTION. NOTE HARDWOOD FRAME, DOUBLE PEARL MESH, FISHLINE WHICH HOLDS THE TOOLS.

strops, another carving sets, another hair clippers and scissors; another pincers, and wire cutters; another watches and compasses; another wrenches; another hammers; another hack saws; another twist drills, pointers, etc.; another dividers and calipers; while on the floor we may feature an electric iron group or a group of carpenters' tools.

The panel illustrated in Figure 1 shows mechanics' tools—carpenters', machinists', plumbers'.

Our present window contains \$15,000.00 worth of goods, which is about the average value of our window displays. Some of the individual panels hold as much as \$800.00 worth of tools.

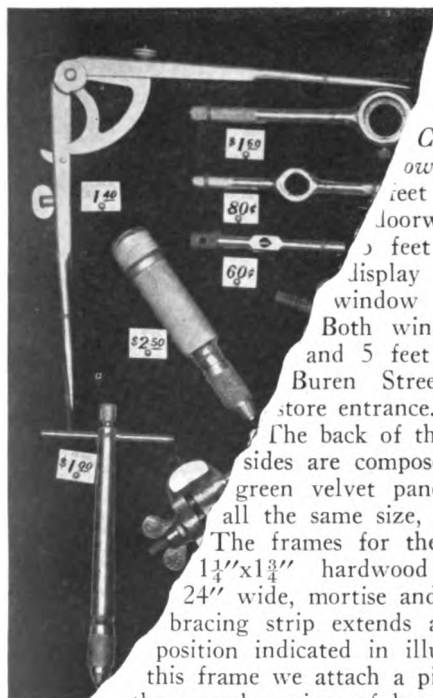
Changing Displays. We change our window displays regularly every two weeks. The new display is all ready and it takes about half an hour to take out the old display and put in the new one.

The floor trim, we change more frequently. If we get in a good lead of vacuum bottles, for instance, we can put them in

for a short time. The oftener you trim your windows, the better your results.

Some customers get the habit of looking into only one of our windows, and for that reason, we frequently change panels of

FIG. 3. CLOSE VIEW OF MOUNTED PANEL.



important goods to the small display window after it has appeared in the big window—and vice versa.

Construction of Windows.

Our store front is 26 feet wide, including the doorway entrance, which is 5 feet wide and divides the display windows into a small window and a large window. Both windows are 12 feet high and 5 feet deep. Both face Van Buren Street, and also face the store entrance.

The back of the windows and the wall sides are composed of a solid ground of green velvet panelling. The panels are all the same size, and are interchangeable. The frames for these panels are built of $1\frac{1}{4}'' \times 1\frac{1}{4}''$ hardwood strips, 40'' high by 24'' wide, mortise and tenon construction. A bracing strip extends across the center in the position indicated in illustration, figure 2. To this frame we attach a piece of heavy pearl wire, then another piece of heavy pearl wire on top of that. So if we break the strand on one of the wire panels, ample strength for sewing remains.

We trim our windows in green velvet, and on each panel a piece of this green velvet is spread tightly over the wire and tacked over the edges of the frame.

A good many people use beaver board and paint it, and use cheap cloth. Our velvet cost us \$4.00 a yard. But that velvet has served us the second year. It can be brushed and kept nice and clean, and it looks rich and attractive. Nothing looks as attractive as a nice group of tools on a rich deep green velvet background.

In our designing room we have a rack for holding the panels, arranged with rollers where the sides of the frames touch the rack. The rollers keep the velvet on the edge of the panels from wearing. We have used these particular panels about two years, and have not had an edge worn out yet.

The tools are sewed onto the panels with braided fish line by means of harness needles. The price cards are fastened on with brass cotter pins. The fish line and cotter-pin points are clearly seen in figure 2.

We build for permanency all through our building. When we put something up we know it is going to stay as long as we want to use it. We have found it does not pay to do things in a cheap manner. We pay \$2.00 a yard for the felt on our sample boards in the store. We can buy burlap for 10 cents a yard. But it does not have the artistic effect, and it does not wear.

Be sure your windows are dust and air-tight.

Accompanying Factors. We back up our display windows by strong newspaper advertising.

We have an assortment of merchandise that is unequalled.

We have service in the store organization.

We have quality.

We have price that there is nobody in the country equalling today.

Summing it all up, our display windows have done their share to make good our slogan, "If you can't get it at Stebbins', you can't get it in Chicago."

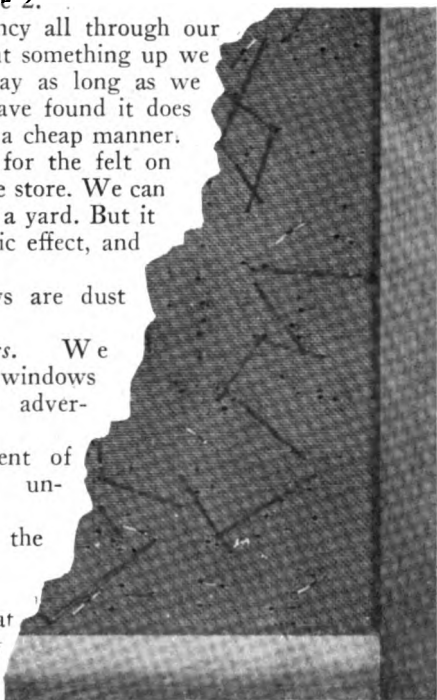
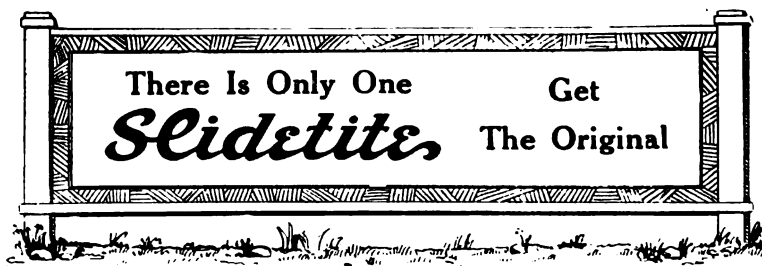


FIG. 4. CLOSE VIEW OF PANEL BACK.



The Architect Specifying Them Speaks—



Conveying Equipment

"Your OveR-Way track equipment and garage door hangers were used throughout the Schollenberger garage, recently built in this city from our plans and specifications.



"Your engineering department co-operated with us in very possible way, to the end that all inserts placed in the concrete for carrying this work were found to be in exactly

the right position and the whole installation operated in a most satisfactory manner.

"We are glad to give the Richards-Wilcox equipment our most hearty indorsement.

"Yours sincerely,

"DON SCHULER,

"Architect and Contractor, Wichita, Kansas."

Pass on a Good Thing



IF YOU know of an R-W installation that has proven a boon to someone, pass it on to the world through Door-WAYS. Have photographs taken showing the operation of the equipment, and send us, with facts telling why the outfit is satisfactory, who owns it, when installed, who put it up, who sold the hardware, what architect specified it, and other information you know will be interesting to the readers of Door-WAYS.

We will cheerfully pay the expense of taking the pictures, the publicity will prove profitable to you, and you will have the satisfaction of having passed on to someone in need, an idea of value.



Free Want Ad Service

This space is reserved for you. Your ad may carry your address or we will key it and forward all replies promptly.

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LUMBER, HARDWARE, BUILDERS' SUPPLIES

For Sale: Lumber, hardware, and complete builders supply business in prosperous farming community in North Central Indiana. A chance for energetic, honest young man, not afraid to work, with some \$15,000.00 capital, to buy half interest and manage business. Present owner must give attention to other interest. Address D. G. C. Care Door-Ways.

POSITION WANTED

Wanted: Position by young man with 10 years hardware, stoves and implement experience; married; good references. Address F. L. E. Care Door-Ways.

HELP WANTED

Help Wanted: Competent man to take full charge of hardware, paint and oil department in large country department store. Gerbers, Sayville, Long Island, New York. References required.





A Hanger for
Any Door that
Slides.

OCT 9 - 1938



